

FEATURE STORY

Professionals with an appetite for activity

By: STEVEN THORPE

There is a certain breed of professional that thrives on constant activity, forever juggling time between work, civic, personal and family obligations. They are always on the go, and clearly by choice.

Given that there are 24 hours in a day, and that is a fact, it is sometimes amazing to see how much these people accomplish, and how they seem to comfortably handle the incessant stream of deadlines, money worries and other pressures they routinely encounter.

Lafayette has its share of these busy people, and CityBusiness selected a group of them to determine how they manage their time and what their philosophies are towards work. Most of them agreed that while they have a lot to do and worry about, they have competent people working for and with them to accomplish their goals. They don't claim to have any secrets about time management, but they recognize its importance, and the absolute necessity of being organized.

Still, some admit that not everyone is cut out to be constantly active in a myriad of areas. It often depends on the personality of the professional, they admit.

Above all, you've got to love to work and succeed, they say. And then practice effective time management and organization.

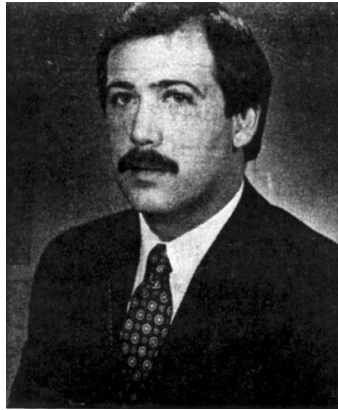
The following is based on interviews CityBusiness conducted with seven individuals that are prominent in the Lafayette business community.

Randy Haynie

It may sound trite, but when lobbyist and Lafayette resident Randy Haynie says there's always time for what you want to do, one tends to believe him.

Methodically — magically, it seems — Haynie accomplishes more in a day's work than most people accomplish in a week, or more. At 28, he is one of the busiest people in the state.

At present, he is: director and lobbyist for the Louisiana Oilfield Contractors Association, Louisiana Oilfield Legislative Committee, Louisiana Oilfield Political Action Committee, Off-shore Pipeline Contractors Association of America, Louisiana Health & Fitness Association and Louisiana Pipeline Contractors Association; director and trustee of the Louisiana Oilfield Health Insurance Group Trust Benefit Plan; lobbyist for the Marine Resource Co.; owner of Louisiana Tool & Supply Inc. of Lafayette; member of the advisory board of directors of Commerce & Energy Bank; vice president of state and national affairs for the Lafayette Chamber of Commerce; member of the board of directors of the Louisiana Society of Association Executives; first vice president of United Cerebral Palsy of Louisiana; and a member of the Lafayette Jaycees.



He is a very busy man.

Haynie says his game plan is to surround himself with people he can trust. He has done that. But he adds, "I'm a firm believer, if you want to do something, do it yourself." He's done that, too.

As a result, he practically never stops. He has no problems sleeping. "One day, I'm going to fall asleep and never wake up, I suppose," he jests.

How does he do it all? "Have to have energy," he says. "I think I have an excess of energy. Some people call it nervous energy. But it's energy. I have an understanding wife. It takes a good staff who know the pulse and can stick it out at anytime."

In addition, he admits, "It takes the personality of a person who is under deadlines from 10 different directions ... You've just got to keep motivating. You've got to push."

Haynie credits much of his ability to orchestrate his many activities to the equipment he uses. Using Dictaphones, he dictates notes to himself. If he's got to be in Baton Rouge at 8 a.m., he gets up at 5:30 a.m., goes to his office on College Road and dictates notes. He then listens to the tapes as he drives from Lafayette to Baton Rouge.

Having to conduct business in Baton Rouge and Lafayette, he literally lives life in the fast lane. He uses a car telephone, which allows him to conduct business even when he is on the road. As he puts it, when oil company officials call, they want to talk right away.

"Most of the people I work for are in Lafayette. With a car phone, you can do an hour's worth of calls each day. I'm a firm believer in taking a call when it's on the line, instead of taking it later."

Does he screen calls? "Not really. I deal with so many people. I'm the kind of guy who can't say no, which is sometimes a difficult thing," he says. "Maybe through maturing, I'll learn to say

'I'm a firm believer, if you want to do something, do it yourself.'

Randy K. Haynie

no."

He uses beeper systems in both Lafayette and Baton Rouge. As president of his tool company, he established all the prices, and thus must always be on call. He runs his tool company from his briefcase when he is out of town.

In addition, Haynie — who, incidentally, talks fast — relies on CPT computers and memory typewriters to enable his staff "to function at greater speed."

Another tool he "couldn't live without" is lists. He has a "master list," kept in a binder, which contains his most pressing commitments, such as important legislation. And then he has other lists of other things that need to be done, but not as quickly."

As a lobbyist, Haynie must read through some 3000 pieces of legislation in a limited

amount of time, determining which bills pertain to the myriad of groups he represents. By reading the short titles that accompany pieces of legislation, he earmarks and pulls out bills that affect each of the groups he represents. He distributes the bills to attorneys, board meetings are held, and then he is given his "marching orders" to get the job done for his clients.

Reading and understanding pieces of legislation must occasionally be done on weekends, Haynie says.

"There is no way that you can cover 51 percent of the House and Senate and personally do it," he says. He is forced to send memos of his groups' positions on issues to about 30 percent of the legislators. "But then you've got to handle the other 21 percent," he says.

Haynie stresses that a person in his position must be organized in advance, so he will know when to pull in help. He says that ability comes from "knowing and feeling the pulse" of the Legislature.

Although he is busy with lobbying, his tool company and civic group obligations, Haynie has also found the time to co-author a soon-to-be-released book, "Grass-roots Guide to the Louisiana Legislature, Vol. 1, Lobbying in the Louisiana Legislature."

Through it all, Haynie finds time to take in movies with his wife and play tennis. When he is in Baton Rouge for an extended period of time, his wife joins him. However, he concedes that when he and his wife decide to have a family, he will have to slow down a bit. "She has her rules," he says.

Meanwhile, Haynie works. He is confident he has met all of his obligations to date.

"The key is control," he says. "I have the desire to succeed."

