

The Exchange

NOVEMBER, 2010

VOLUME 2, ISSUE 11



The Holland/Springfield Chamber of Commerce
Invites you to join us at our

2010 ANNUAL BANQUET

Thursday, December 9th

at The Lodge (Strawberry Acres Park)
950 S. McCord Road



Please make plans to join us & 2010 Chamber President Jo Lyman for a little bit of Jamaican fun as we recognize the Chamber's achievements of 2010, celebrate the possibilities of 2011, and welcome incoming 2011 Chamber President Tamí Norris and her Board!

Advance ticket purchase only, no tickets will be sold at the door.
Tickets sold at the Chamber office. VISA & MasterCard accepted.

Tickets are \$30.00/per person or \$50.00/per couple.

Call Pat Hicks at 419-865-2110 to reserve your tickets or for more information.

Theme: 'Jamaican Me Crazy!'

Dress: Jamaican Casual

Cash Bar: 6:00–7:00 p.m.

Dinner: 7:00–8:00 p.m.

Program: 8:00 p.m.

Entertainment & Dancing

**'Banner' & 'Corporate'
Sponsorships Available!**

*Call the Chamber for details

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Make sure you purchase your tickets now!

You won't want to miss it!



Chamber Luncheon

WEDNESDAY,

November 17th

11:45 a.m. - 1:00 p.m.

Topic:

"The Boys & Girls Clubs"

Guest Speaker, Food,
Networking, and Fun!
Bring Your Business Cards!

- ◆ Lunch is \$12.00/person
- ◆ Please RSVP to Chamber

940 Clarion
 P.O. Box 986
 Holland, OH 43528
 Phone: (419) 865-2110
 Fax: (419) 865-3740

2010 BOARD OF TRUSTEES

OFFICERS

President

Jo Lyman.....Danberry Co. Realtors, Inc.

President Elect

Tamara Norris...Custom Training Solutions

Secretary

Pat Hicks.....Holland/Springfield Chamber

Treasurer

Maggie Hall.....Ev Harris Insurance

Past President

Laura Dosch.....Key Bank

Executive Director

Pat Hicks.....Holland/Springfield
 Chamber

TRUSTEES

Barry Birr.....MWA Financial Services

Larry Humphries.....Brooklyn's Daily Grind

Toni Anne Krajewski.....Office Team

Richard Lehner.....Fry Heating & Air

Dennis Linn.....Edward Jones

Melissa Miller.....Healththerapy
 Partners, Inc.

Ryan Stevens.....International Language
 Source

STAFF

Pat Hicks.....Executive Director

Community Links:



New Members *Welcome!*

CORSINI ASSOCIATES, LLC

1589 County Road 4-1
 Swanton, OH 43558
 Alan L. Martin
 Phone: 419-533-3365
 Structural Steel Drafting
 Recruited by: Pat Hicks

PURDUE LAW OFFICES, LLC

2735 N. Holland-Sylvania, Ste. B2
 Toledo, OH 43615
 Kristina Harper
 Phone: 419-531-0599
 Attorneys; Trademark &
 Copyright Law; Patent Law
 Recruited by: Pat Hicks

WPOS-FM

7112 Angola Road
 Holland, OH 43528
 Al Gaige
 Phone: 419-865-5551
 Radio Station; Community
 Center
 Recruited by: Dennis Linn

EASTMAN & SMITH, LTD.

One Seagate, 24th Floor
 Toledo, OH 43604
 Carrie L. Sponseller, Esq.
 Phone: 419-247-1731
 Attorneys
 Recruited by: Darlene Knapp

STUDIO 164 - DONNA FLACK

164 E. South Boundary
 Perrysburg, OH 43551
 Donna Flack
 Phone: 419-822-0764
 Beauty Salon
 Recruited by: Pat Hicks

Renewals *Thank You!*

Bryant Properties, Ltd.

Byblos, Inc.

Diversified Truck, Auto &

Off-Road

Labor Relations Management

Masin Roofing, Inc.

Mossing Machine & Tool, Inc.

Our Lady of Lourdes Church

Primerica - Cynthia Frankart

Proctor & Associates

Agency, Inc.

Rosie's Italian Grille

Total Body Massage

Trilby Remodelers

"Networking Tip" of the Month

5 Do's (and 1 Don't) of the One to One - Hopefully, as you attend various chamber functions you will find that you would like to learn more about other members and, therefore, schedule a one to one with them. So what are key points to help ensure a successful one-to-one?

1. Choose neutral grounds. Normally you do not want to meet at either person's place of business. It gives that person a slight advantage and can too easily turn into a sales call. Try a library, coffee shop, etc.
2. Agree on how long the meeting will last. Be up front so you can get that out of the way and get down to business.
3. Be able to give a brief overview of who you are and what you do. Let's not get into what happened on Spring Break in 1990, but stick with what makes you tick today.
4. Ask how you can help them. Be prepared with some probing questions to help you determine who you might know that would be a good fit for them.
5. Be prepared to tell how they can help you. Be specific, but brief so that it will be easily remembered by them.

And 1 Don't...a one-to-one is your chance to get to know the other person, to begin to form a bond with them and ultimately decide if you may want to do business with them or refer them. It is NOT A SALES call, so please don't bring your full product line or catalogs. One brochure might be a nice way for them to learn more about you without being pressured to buy.

Tip Provided By: - Tami Norris, Custom Training Solutions



Making health care easier.

What matters most to you in a health care plan is what matters most to us.

As the region's only locally owned health insurance provider, we know that you're going to have questions when choosing a plan that's right for your business. And because we live where you live, we're here to answer those questions, in person or on the phone, with fast and knowledgeable service. Because when it comes to your insurance needs, Paramount has a plan to make it easier for you.

Contact your broker or visit us at www.paramounthealthcare.com.



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Great Job!

The Holland/Springfield Chamber's SLS SCHOOL TOUR WAS A HUGE SUCCESS!

On Wednesday, October 27th, the **Holland/Springfield Chamber's Education Committee**, in cooperation with Springfield Local Schools, offered the opportunity for the community and local area realtors to take a more in-depth look at our schools. The Chamber planned a tour beginning at Springfield High School and ending at Springfield Middle School with an informative agenda that took the attendees through accounting & taxation, land use planning & zoning, real estate marketing, our district's cultural diversity and the important legislative issues, all as it applies to real estate within the school district.

Three hours of CEU credit was awarded to those realtors in attendance which was coordinated by **Kathy Jaworski of Danberry Co. Realtors** through the Ohio Division of Real Estate and a continental breakfast was sponsored by Springfield Local Schools. We received many positive comments on the presentations and the information that was shared, as well as thanks to the Chamber for being the first to offer this type of program!

The Chamber wishes to thank our speakers: Kathryn Hott (Superintendent-SLS), Bob Mollenberg (Treasurer-SLS), Leslie Kohli (Administrator-Springfield Township), Andy Glenn (Trustee-Springfield Township), Jo Lyman-2010 Chamber President (Danberry Co. Realtors), Judy Gorun (Re/Max Preferred Associates), Amada Esquivel (SLS Parent Diversity Council), Ev Harris-SLS Board of Education (Ev Harris Insurance), and Anita Lopez (Lucas County Auditor). **Special thanks to Kathy Jaworski** (Danberry Co. Realtors) **and the Chamber's Education Committee:** Myla Dodson (KinderCare), Judy Gorun (Re/Max Preferred Associated), Kathryn Hott (Superintendent-SLS), Jo Lyman (Danberry Co. Realtors), Kristina White (SLS), and Brenda Wilson (SLS).

November Chamber Luncheon

**WEDNESDAY
NOVEMBER 17TH
11:45—1:00**

at
Lutheran Village at Wolf Creek
2045 Perrysburg-Holland, Holland

Guest Speaker:

David Wehrmeister
"Boys & Girls Clubs of Toledo"

Call now to RSVP!

To reserve your space, RSVP must be made no later than **Monday, Nov. 15th by 2:00 p.m.**

Cost for lunch is \$12.00/per person
OR \$15 without RSVP

**Please RSVP to the Chamber
at 419.865.2110 Seating is limited!**

If you are planning to attend the Chamber Luncheon on **November 17th...** Please **RSVP by 2:00 p.m. on Monday, November 15th!**

Thank you for your help and consideration!

Holland  Springfield
Chamber
of Commerce

940 Clarion
P.O. Box 986
Holland, OH 43528


Phone: 419.865.2110
Fax: 419.865.3740

E-mail: info@hollandspringfieldcoc.org

We're on the Web!
www.hollandspringfieldcoc.org

Chamber Calendar

November

- 9 9:30 a.m. Finance Committee Meeting
Chamber Meeting Room
- 9 4:15 a.m. Holiday Tree Lighting Committee
Chamber Meeting Room
- 10 11:30 a.m. BOARD OF DIRECTORS MEETING
Chamber Meeting Room
- Programs/Speakers Bureau Committee
No Meeting This Month
- 11 12:00 Noon Annual Banquet Committee
@ Cheers Sports Eatery
7713 Orchard Centre Drive, Holland
- 12 8:00—9:00 a.m. "Business Connections" Group
@ Brooklyn's Daily Grind
7723 Airport Hwy., Holland
****NOTE: Change in Time!**
- 
- 16 9:00 a.m. Government Liaison Committee
@ the Daily Grind
7723 Airport Hwy., Holland
- 16 11:30 a.m. Ambassador Committee
@ Ralphie's
6609 Airport Hwy., Holland
- Events & Community Dev. Committee
No Meeting This Month
- 17 11:45—1:00 p.m. CHAMBER LUNCHEON
@ Lutheran Village at Wolf Creek
'Creekside' Building
2045 Perrysburg-Holland Rd., Holland
Speaker: David R. Wehrmeister
Boys & Girls Clubs of Toledo
***Please RSVP to attend at 419.865.2110**
***Due to the Thanksgiving holiday, the day/date for the November Luncheon has been changed to Wednesday, November 17th.**
- 18 11:45 a.m. Membership Committee
@ Cheers Sports Eatery
7713 Orchard Centre Drive, Holland
- NOTE: CHANGE OF DAY/DATE**

Get Involved!

Don't Forget to Mark Your Calendars & RSVP...

CHAMBER LUNCHEON

Wednesday, November 17th

11:45 a.m. - 1:00 p.m.

RSVP to Chamber at 419.865.2110