



WEST SHORE

CHAMBER OF COMMERCE

1100 Crocker Road • Westlake, Ohio 44145 • 440-835-8787 • Fax 440-835-8798 • sandy@westshorechamber.org

<http://www.WestShoreChamber.org>

February 2010 • Volume XXXII - Issue II



Marvin Montgomery
Sales Training Specialist

“How to Cultivate New Clients While Maximizing Existing Ones”

We welcome as our guest speaker in February Marvin Montgomery who is an experienced motivational speaker and professional sales training specialist. He has assisted hundreds of organizations improve their productivity. In so doing, he has earned widespread national recognition and praise. It stems from Marvin’s informative, practical and stimulating programs that reflect his basic philosophy: preparation and practice are the keys to sales success.

For over 30 years, people who have heard Marvin speak or who have participated in his training programs consistently praise him. Marvin speaks from experience. As director of sales for one of the country’s largest jewelry chain leaders, Marvin trained over 1,200 associates in 95 stores. With that background, he has applied his compelling training to the benefit of employees of all industries that are providing a product or service to their customers. Marvin’s captivating presenta-

tion emphasizes the same tried and true techniques that have assisted hundreds of organizations meet or exceed their training goals. It’s not the same old sales training message. Marvin’s message will prevent those who experience it from ever using outdated training methods of “trial and error” or “learning by doing”.

Marvin’s audience crosses all service and product industries. Marvin’s clients describe his presentation style as “motivation with substance”. Marvin can customize a talk or training program to fit your sales objective.

Among his many accomplishments are: Over 30 years of sales training experience; a consistently outstanding track record from stock boy to training director; two years as Vice President of The Robinson Group, a consulting and venture capital firm; author of Practice Makes Perfect: The Professional’s Guide to Sales Success.

Please RSVP by NOON on FRIDAY, FEBRUARY 5th. Make your reservation online or call 440-835-8787

Visit our web site at:

<http://www.WestShoreChamber.org>

and simply click on the event you would like to attend. Then just follow the onscreen instructions.



Remember !
to print your eMail reservation confirmation and bring it with you to enter a drawing to win a FREE lunch for a guest at our March 9th Meeting.

EVENT SPONSOR

Westlake Healthcare Center

COMING EVENTS

Joint Business after Hours
Carrabba’s Italian Grill
25054 Sperry Drive., Westlake 44145
Tuesday, January 26, 2010
5:00 to 7:00 pm

Joint Business after Hours
Bucca di Beppo’s
23575 Detroit Road, Westlake 44145
Fat Tuesday, February 16, 2010
5:00 to 7:00 pm

Professional Development Seminars by
CSU, CCC & LCCC
A “Members Only” Benefit
January 28th and February 25, 2010
8:00 to 10:00 am

Love Reigns Supreme



James Chillemi
Chamber President
Ed Huck Team
Keller Williams
Greater Cleveland West

All of us associated with the Chamber work hard for our companies and for our standing in the community. Whether we work 20 hours per week or 60 hours per week, everyone I talked with said from time to time they just get weary of the grind (no matter how much they love their job). So the question was posed: What would you do if you won the lottery and didn't have to work?

Evidently there are more than a few people who have spent more than a few moments pondering how to spend lottery loot. Responses ran from thoughtful and profound to the downright ridiculous and funny. It was great fun to read the emails. OK, here goes, in no particular order; Big house, boats, and travel top the list. Harley Davidson and a 23 foot Sea Ray, you might think about a 123 foot Sea Ray. Buy a 50,000 square foot lakefront property. Visit the Grand Canyon, Cherry Blossom Festival, the U.S.S. Arizona, Disney World,

Maine where the sun first rises. Join the President's Club at Ohio State to insure season tickets to all the games. Heck, you could probably just buy the team. Upgrade your cable service and get HBO and get racquetball lessons (I did mention ridiculous).

Love reigns supreme, many of you would pay off the mortgage for family and friends and set the kids up for life. Some of you were concerned with giving the kids too much too soon and taking away their desire to achieve and accomplish on their own.

Maybe the luckiest of all are those of you who said they would not quit their jobs, they would continue on, maybe at a different pace. Generosity and sharing was the overwhelming response from most everyone.

On that note- if you're going to be generous, please keep my address.

CHAMBER UPDATES: Next months luncheon speaker will be Marvin Montgomery. His topic is "Cultivating new clients while maximizing your existing ones". The luncheon will be held at the Holiday Inn Westlake. Networking begins at 11:30 and lunch is at noon. The sponsor for next months luncheon is Westlake Health Care. Thank you to First Federal of Lakewood for their sponsorship of the January luncheon. Susan Uranker did a fabulous job of collecting monies for the 50/50 raffle at the luncheon. Thank you to Dr. Jack Kleinhenz for his look into the future of the economy. Thank you to Bill Baddour of Lakewood Hospital for being the board liaison for the Education Committee. The next Business After Hours will be held at Carrabba's on Sperry Road on Tuesday January 26th from 5-7. Bring business cards.

James Chillemi
President

PUBLIC SERVICE

AT&T to Educate Customers on the Risks of Texting While Driving

AT&T Chairman and CEO Randall Stephenson has announced AT&T's commitment to addressing the dangers of texting-while-driving through an initiative to communicate to wireless consumers, especially youth, on the dangers of texting behind the wheel. "Texting has increasingly become the way to communicate for many people, and the urge to quickly read and respond—even while driving—can be tempting," said Stephenson. "Our goal is to send a simple, yet vital message to all wireless users: don't text and drive."

The new campaign is expected to reach millions and includes:

- *Educating AT&T employees by revising wireless and motor vehicle policies
- *Updating handset messaging to bear the message "don't-text-and-drive"
- *Airing public service announcements
- *Increasing customer communications through a variety of touch points
- *Supporting safety organizations
- *Providing an online resource center of downloadable tools and tips for parents, high school educators and others.

Join us for a
Joint Business after Hours Event
including the Fairview Park, North Coast,
North Olmsted & West Shore Chambers
on “Fat Tuesday”

February 12, 2010
from 5:00 to 7:00 pm at



Buca di Beppo's
23575 Detroit Road
Westlake, Ohio 44145

Complimentary Hors d'oeuvres
and Cash Bar



Jan Litterest
EDUCATION COMMITTEE
CHAIRPERSON
Edward Jones Investments

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- Andrew Mangels**
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Cuyahoga Community College
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- Dan Keenan**
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- Deb Slater**
Westlake Schools
- Harry Applegate**
The Applegate Company
- Janet (JT) Tomaskovich**
Sylvan Learning Center
- Jared Shetzer**
Bay Village Schools
- Jim Patrizi**
Westlake Schools
- Julie Cantrell**
Lorain County
Community College
- Lydia Gadd**
St. John West Shore Hospital
- Nancy Ralls**
West Shore Career
Technical Education District
- Rob Blatchford**
Lesko Architects
- Rob Kess**
Pizza by Robert
- Scott Best**
Club Z Tutoring
- Terry Hradek**
Cleveland State University
- Toni Bradley**
T&M Technology

Professional Development Seminars Three Great Educational Institutions One Great Product!

Cleveland State University, Cuyahoga Community College, and Lorain County Community College are partnering to provide West Shore Chamber of Commerce Members and their employees professional development opportunities. Sponsored by the Education Committee of the West Shore Chamber of Commerce, these educational institutions are volunteering their time in support of the educational scholarship fund. A portion of the fees for the professional development seminars will be donated to the education scholarship fund.



Save the Date	
Topic	Date
Social Media	January 28, 2010
Coaching Employees	February 25, 2010
Improving Personal Productivity	March 25, 2010
Team Building	April 29, 2010
Customer Service	May 27, 2010
Business Communication and Etiquette	June 24, 2010

This is a good opportunity to sharpen your business skills and that of your team that can lead to increased productivity and profitability.

Seminars offered at a special Members Only price of \$20.00 per session.

Seminars are held once a month from 8:00 a.m. to 10:00 a.m.
Registration begins at 7:30 a.m.

Please visit our web site for complete details and to Register Online:

<http://www.lorainccc.edu/Business+and+Industry/WestShore+Seminars.htm>



Nan A. Baker
State Representative
Ohio District 16

Nan Baker, State Representative: Moving Forward on the Third Frontier

As always, thank you for allowing me the opportunity to discuss the important issues being discussed and debated in Columbus at the Ohio State House. On January 13th, the Ohio House took a vote regarding legislation to place the renewal of the Third Frontier initiative on the May 2010 ballot. Because this investment will spur the growth of high-tech business clusters throughout Ohio, I voted yes on this initiative.

Third Frontier allows for investment in research and development to create high-paying jobs in all regions of Ohio. This investment serves to prime the pump for out-of-state capital that will nourish high-tech industries in Ohio, creating jobs and spurring new economic development. Furthermore the Third Frontier initiative is a bipartisan commitment to create new technology-based products, companies, industries and jobs that will make Ohio economically competitive.

My number one priority has been and will continue to be putting Ohioans back to work. I am pleased that the Third Frontier was passed in the Ohio House of Representatives by 85-13 vote, which will now be debated in the Ohio Senate. Upon passage of that vote, Ohioans will then have an opportunity to vote on the sale of state bonds as the funding source to support this initiative in May 2010. The Third Frontier program is supported by bi-partisan efforts be-

cause the program's track record has proven to help jump-start companies and assist Ohioans in getting them to work. For the past 8 years, the Third Frontier program has created more than 41,000 jobs, and 6.6 billion in economic activity has been generated since it began under Governor Taft's Administration in 2002. This initiative, along with the 'Future of Ohio' Job's Package rolled out in September 2009, is critical to getting Ohioans back to work.

I look forward to a continued bipartisan momentum in moving our 'Future of Ohio' Job's Package through committee and ultimately passed in the House and Senate. For a list of the ten proposed House Bills all created to put Ohioans back to work, contact State Representative Nan Baker's office at (614) 466-0961 or e-mail district16@ohr.state.oh.us for a copy.

As I continue to say,

“It's All About JOBS!”

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State Representative Nan Baker represents the 16th district for the Ohio House of Representatives, which includes Bay Village, Fairview Park, North Olmsted, Rocky River, and Westlake. Nan can be reached by phone at 614-466-0961 or eMail at district16@ohr.state.oh.us.

COMMUNICATION COMMITTEE



Mark Boepple
COMMUNICATIONS
COMMITTEE
CHAIRPERSON
BusinessPublishing

Another New Web Site Feature . . . Pay for Luncheon Meetings Online

You can now pay for your luncheon meeting when you make your reservation online. Visit <http://www.WestShoreChamber.org> and simply click on the event you would like to attend and follow the onscreen instructions. You can use all of the most popular credit cards or your PayPal account.

Remember to print your eMail reservation confirmation and bring it with you to enter a drawing to win a FREE lunch for a guest at our next meeting.



**PUT YOUR CHILD'S MIND & BODY
IN MOTION....**

Ages 4-12 Years Old
Monday –Friday ♦ 6:00am-6:30pm

- ♦ Infant-Toddler Program
- ♦ Montessori Program
- ♦ Pre-K & Pre-School
- ♦ Chartered Kindergarten
- ♦ Before/After School Program
- ♦ Indoor Pool w/ Swimming Lessons
- ♦ Summer Camp
- ♦ Breakfast, Hot lunch & Snacks
- ♦ Security System



**WESTLAKE MONTESSORI
& CHILD CARE CENTER**
26830 DETROIT ROAD
(440) 835-5858

Joan Wenk, President & CEO-winner of the
2009 Small Business Administration Ohio
Entrepreneurial Success Award

www.creativeplayrooms.com

You are Invited to a
Joint Business after Hours Event
including the Fairview Park, North Coast,
North Olmsted & West Shore Chambers at:



Carrabba's Italian Grill
25054 Sperry Drive
Westlake, Ohio 44145

on
Tuesday, January 26, 2010
from 5:00 to 7:00 pm

Complimentary Hors d'oeuvres
and Cash Bar



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The Sisters of Charity
of St. Augustine Health System **University Hospitals
HealthSystem**

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in **healthcare.**



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make the **confident choice.**
And put your **faith** in selecting
one of the best.

www.sjws.net



WestShoreChamber.org

WEB SITE ADVERTISING

Promote

- Your Brand • Your Solutions and • Yourself

AT THE SAME TIME YOU

Support

- Your Chamber • Your Community and • Your Future

**GROW YOUR:
Relationships
Business
and
Success**

with Web Site Advertising on
WestShoreChamber.org

The screenshot displays the WestShoreChamber.org website interface. At the top, there is a banner for 'Walk-In Registration Days' at Cuyahoga Community College, dated January 23 and 30, 9 a.m. - 1 p.m. Below the banner is a navigation menu with links for Home, Members, Events, Newsletter, Community, Chamber, Benefits, Technical, Job/EDU, and Contact Us. The main content area is a grid of newsletter articles, each with a 'WEST SHORE' header and a featured image. To the right of the grid is a vertical sidebar containing several advertisements, including 'Where business begin', 'Lorain County Community College', 'Brawner Agency, LLC', 'University of Phoenix', 'Fairview Hospital', 'Cricket Yard Equipment', 'system care inc.', and 'FARMERS'. The bottom of the page includes a footer with the text 'Call Now: The Today of 2014 is A2014'.

Features

- Your prospects and clients will be able to visit your web site by simply clicking on your ad on WestShoreChamber.org.
- Your ad will display on every web site page for an entire year.
- Your sponsorship ad will make it easier for your prospects and clients using search engines such as Bing, Google and Yahoo! to find you.

Additional Value

- For additional exposure consider a section ad at the top of a page like Cuyahoga Community College did in the Newsletter section example above.

For Additional Information

Please contact Mark Boepple at 440-336-1734 or by email at mark@businesspublishing.com.

WELCOME NEW MEMBERS

Robert O. Frye, Attorney at Law
(Legal Services)
26822 Knickerbocker Rd.
Bay Village 44140
440-759-0631

Neubert Painting, Inc.
(Contractors)
12108 Madison Ave.
Lakewood 44107
216-529-0360
Judi O'Malley, Office Mgr.
www.neubertpainting.com

Hugh L. Dawson Annual Service Award Recipients

Sue Sawyers	2009
Mark Boepple	2008
Nan A. Baker	2007
Mark Doran	2006
Mark Getsay	2005
Tony Hoty	2004
John Sobolewski	2003
Fred DeGrandis	2002
Kenneth R. Brady	2001
Marie Marrali	2000
Ray Frank	1999
John E. Warfel	1998
Marjorie L. Snyder	1997
Michael T. Welsh	1996
George A. Hillow	1995

WEST SHORE

CHAMBER OF COMMERCE

1100 Crocker Road
Westlake, Ohio 44145

Chamber Officers

James Chillemi	President
Robert Kess	Vice President
Nancy Girardot	Secretary
Mark Getsay	Treasurer
Michael Mandato	Past President
John Sobolewski	Executive Director

Trustees

William Baddour	Ray Frank
Nan Baker	Dan Keenan
Kenneth Brady	Marie Marrali
Cliff Coker	Sean O'Reilly
Becky Eberts	Darryl Whitehead