

BUSINESS MONTHLY



Chamber of Commerce

APRIL 2010

***BUSINESS MONTHLY* NEWSLETTER**

As you can see, we have a new look for our newsletter. Blives Consulting LLC designed the new masthead for us. We hope you like it as much as we do. We thank Steve Blives and his staff for creating such a unique look for us.

This is our first paperless newsletter. Thank you for helping us reduce our collective carbon foot print by not requesting a paper copy.



Earth Day is April 22nd

In 1970 Earth Day was established as a celebration of our planet, and it became the beginning of the environmental movement. Students were asked to perform environmental service projects on that memorable day. Today the holiday will be celebrated throughout the world.

There are a few small things that every business can do to "go green". First, turn off lights in a room that you have not been in for fifteen minutes or more, or even better, utilize natural light in your office. Second, using PDFs and printing on both sides of the paper when possible is a great way to cut down on the waste of copy paper. Third, just about any paper you use in the office may be recycled including junk mail, fax paper, and envelopes. Last, you can make it easy for employees to take alternative modes of transportation to get to the office by offering bike parking or organizing a carpool. These are just a few of the many ways we can contribute to helping mother earth.

CALENDAR DATES

APRIL

- 9th New Member Breakfast
Parc Provence
8:00-9:30 a.m.
- 15th Membership Luncheon
Spazio Westport
Speaker: Dale Furtwengler
Subject: Pricing for Profit
11:15 a.m. – 1:00 p.m.
- Regions Bank Ribbon Cutting
12470 Olive Blvd. – Creve Coeur
4:30 – 6:30 p.m. open house
4:30 p.m. ribbon cutting ceremony
- 20th Hope Montessori Academy – School tour
900 North Mason Road
9:00 a.m.
- 22nd Super Power Networking
Orlando Gardens
2050 Dorsett Village – Maryland Heights
7:30 a.m. registration
8:00 – 9:00 a.m.
(registration form enclosed)
- ### **MAY**
- 14th Spring Golf Tournament
Creve Coeur Golf Course
2:00 – 5:00 p.m.
(registration flyer enclosed)
- ### **JUNE**
- 25th Island Getaway Auction
Spazio Westport
6:30 – 10:00 p.m.
(registration form enclosed)



Chamber Of Commerce

Thanks for your
support!

**2010 PARTNERSHIP
PROGRAM SPONSOR**



MARK YOUR CALENDARS
Spring 9-hole golf tournament
Friday, May 14th
Creve Coeur Golf Course
Registration flyer enclosed!

PRESIDENT'S MESSAGE

By Tina Powell



This is the time of year that we get to exercise our civic duties of completing census forms, voting and paying taxes. On the first of April we are asked to complete the centuries-old mandate of completing a census form. The census data not only affects such things as the number of government representatives we each have in our districts but also provides vital demographic statistics for future generations.

Election Day is Tuesday, April 6. Issues to appear on the ballots in the Creve Coeur and Olivette areas include Proposition A, a sales tax to fund Metro public transportation, and Proposition O, a special bond issue for the Ladue School District. Elections include four council members in uncontested races for the Creve Coeur City Council, two council members in uncontested races for the Olivette City Council, two Ladue school board members in contested races and one director in the Creve Coeur Fire Protection District in a contested race.

In addition, Tax Day is Thursday, April 15. Just so you know, both the Creve Coeur and Olivette post offices will have last pickups at 5:30 p.m. on April 15.

As far as our Chamber goes please don't forget to register for the Super Power Networking event on April 22nd. We are co-hosting the event with the Maryland Heights and Northwest Chambers of Commerce. It will provide a great opportunity to meet some new people.

April showers brings May flowers! Such a great promise after we perform our civic duties in the month of April.

ST. JOHN'S MERCY Blood Donor Services



Seth
Leukemia Survivor
20 Transfusions

The need for blood donations never ceases.
Your blood donation makes a difference and saves lives.

How many blood products does a typical patient need?

- Heart patient: 2-8 units of red blood cells and 1-3 units of platelets
- Car accident trauma patient: 4-12 units of red blood cells and 0-1 unit of platelets
- Cancer patient on chemotherapy: 6-12 units of red blood cells and 8-10 units of platelets
- Neonatal Intensive Care Unit baby: 5-10 transfusions of red blood cells and 2-4 transfusions of platelets (The babies receive much smaller volumes of blood or platelets.)
- Bum patient: 10-50 units of red blood cells and 2-6 units of platelets

Where can I donate?

You may donate at St. John's Mercy Medical Center in St. Louis or at St. John's Mercy Hospital in Washington, Mo. To schedule a donation appointment in St. Louis, call 314-251-4483 or toll-free at 866-37DONOR (866-373-6667). To donate in Washington, call 636-239-8751 or toll free at 866-37DONOR.

St. John's Mercy also offers a convenient mobile service. Blood drives can be set up at your office, school or church. St. John's Mercy provides everything needed for the drive; call 866-37DONOR for more information.





**2010 Chamber Board of Directors
Officers**

President

Tina Powell, Vantage Credit Union

President Elect

David Stuart, Gateway Limited Partners

Vice President Creve Coeur Government

Gene Rovak, Gene L. Rovak, P.E.

Vice President Olivette Government

Dave Book, Murphy Company

Vice President Education

Dr. Jaime Dodd, Hope Montessori Academies

Vice President Internal Operations - vacant

Vice President Economic Development

Dr. David Thomas, Logos School

Vice President Legislation

Mindy Lewis, Smurfit-Stone Container Corp.

Vice President Member Services

Kathy Franklin, Select Personnel

Vice President Transportation

Stan Mengwasser, Mengwasser Martin Lall & Clark, P.C.

Treasurer

Tim Reuther, Reuther Automotive Group

Immediate Past President

Steve Kling, Jenkins & Kling, P.C.

Legal Counsel – William Wyne, Wyne & Merritt PC

Directors

Jennifer Arvin, Barnes-Jewish West County Hospital

Michelle Banducci, Banducci Enterprises/McDonald's

Carrie Carrigan, Champion Bank

Teresa Crossland, Monsanto

Shelly Dunsmoor, Drury Hotels

Carol Hanson, Great Southern Bank

Dr. Paul Hyland, Committed to Health Chiropractic Center

Kristen Johnson, Commerce Bank

Don Kalicak, St. John's Mercy Health Care

Kelli Kimack, Southwest Bank.

Jodi Meracle, Egiserve Insurance

Phyllis Messerla, AMG Corporate Offices

Kris Ryan, AT&T

Larry Tessler, Tessler Promotions.

Joe Winkler, Bristol Seafood Grill

Jeanna Woods, Delmar Gardens of Creve Coeur

Staff

Nancy Gray (Executive Vice President)

Barb Gerstenkorn (Finance Director)

Kathryn Ford (Director of Membership & Marketing)

Creve Coeur - Olivette Chamber of Commerce

677 N. New Ballas Road, Suite 214

Creve Coeur MO 63141

314-569-3536

314-569-3073 (fax)

www.ccochamber.com



The Chamber's Best Schools
an initiative of the
Chamber Education Committee
Dr. Jaime Dodd, Chair

Craig Elementary School

Our March tour of Craig Elementary School was attended by Chamber representatives Mike Gissy of Logos School, Kevin Beckner of Parkway Northeast Middle School, Dr. Jaime Dodd of the Hope Montessori Academies and Chamber Exec., Nancy Gray. Craig School Principal Nicole Evans led the tour and was assisted by Assistant Principal Nancy Hesemann.

Centrally located in northeastern St. Louis County, Craig Elementary School is situated in a beautiful, park-like setting on Craig Road. Craig School is one of 18 elementary schools that comprise, in part, the greater Parkway School District, one of the finest public school districts in the nation. Parkway is accredited and recognized for having received the highest possible rating, "Distinction in Performance for High Achievement", by the Missouri Department of Elementary and Secondary Education.

The motto at Craig School is "Creating the Future Together". And it does just that, as evidenced by the fact that the School is in the midst of its 15th year as a participant in the Missouri Accelerated Schools Project. This initiative promotes collaboration by teachers, administrators and parents as they continually strive to advance education by effecting positive changes in curriculum, instruction, and decision-making practices.

As stated on the official website, the mission of the greater Parkway School District is to "...reach and teach each student, all students, every day...together." Mrs. Evans said that Craig School, in particular, takes a "whole child approach" to teaching. To truly educate a child, she explained, our concern must extend beyond the merely academic, to include other important facets of education, such as character development, music appreciation, the creative and applied arts and physical education. As an example, Mrs. Evans shared information about Craig School's music program, wherein every third grade student has the opportunity to learn to play the violin through the introduction of the Suzuki method of instruction. Children who exhibit an interest in continuing, may practice and refine their skills at Parkway, all the way through high school.

Serving one of the most culturally diverse student populations in the entire district, students at Craig School hail from 18 foreign countries and speak one of 15 different languages. For this reason, Craig School's "English for Speakers of Other Languages" program serves 14% of the student population.

Craig Elementary School serves a total of 456 students from kindergarten through grade 5 with 75 educators and specialists, and it boasts an average class size of 19.5 students. For more information about Craig Elementary School or to schedule a tour, please call the school office at 314.415.6200.

Ground breaking at Olive & Highway 141



From left: Karen Yeomens (MoDOT), Ed Hassinger (MoDOT), Mayor Mike Moeller (City of Maryland Heights), Bob Burns (Senator Claire McCaskill), County Executive Charlie Dooley, MO Senator Jane Cunningham, MoDOT Commissioner Grace Nichols, and Congressman Todd Akin.

Politicians and private citizens attended a ground breaking ceremony on March 15th to commemorate the official start of the Route 141 expansion project. This project will upgrade the section of Route 141 between Ladue and Olive to a four-lane freeway with acceleration lanes. This 2.2 mile upgrade project raises Route 141 higher to reduce closures due to flooding and relocates the upgraded highway slightly to the east. The \$44.5 million project will be completed by the summer of 2012.

WELCOME KATHRYN FORD



Kathryn Ford joined the chamber staff on March 1st as Director of Membership & Marketing. She graduated from UMSL in December of 2009. During college she was an intern at the St. Louis Science Center for almost a year. While there she helped with special events and worked with the Director of Sales in creating flyers and brochures. She likes the name of Kat so feel free to use her nickname. She said, "I am delighted to be working at the chamber and look forward to meeting you."

Welcome Kat!

TRY YOUR CHAMBER FAMILY FIRST DISCOUNT PROGRAM

We encourage all our members to consider doing business with our chamber family of members before considering the general public. To help our members we developed a member-to-member discount program we call, *Try Your Chamber Family First*.

Bank of America Home Loans

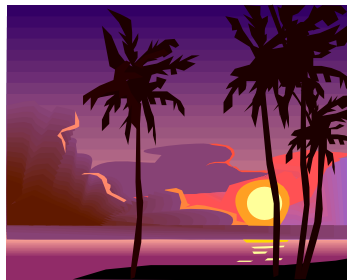
\$250 discount on closing costs for any purchase or refinance first mortgage in April 2010.

Contact: Harry Hilburg
628 N. New Ballas Road, St. Louis MO 63141
314-569-3000

KALINOWSKI JOINS ROMAN, BUTTLER, FULLERTON & CO.



Anthony E. "Tony" Kalinowski has joined Roman, Butler, Fullerton & Co. as Principal. Mr. Kalinowski brings over 23 years of expertise in wealth management and financial planning. Prior to joining Roman, Butler, Fullerton & Co., he served as Senior Vice President and Managing Director for a major Wall Street investment firm. His community involvement includes Habitat for Humanity, St. Louis Tax Assistance Program and the St. Louis Prayer Breakfast. Tony and his wife, Terri, live in Creve Coeur.



ISLAND GETAWAY AUCTION

Fun and excitement await you as the Chamber transports you to the tropical islands at its 2010 Dinner Auction. Great auction items, fantastic themed buffet with premium bar and beach party activities all in store for those that attend.

Friday, June 25, 2010

Spazio Westport

6:30 – 10:00 p.m.

\$35 a person / \$240 a table of 8

Sponsorships include:

Big Kahuna \$1,000

Cabana \$750

Surf's Up \$400

See the enclosed registration flyer for more details.

Please help us to make this a special event by donating an item and purchasing tickets to attend the event. A donation form is enclosed.

MEMBER NEWS



THANKS TO THE FOLLOWING
BUSINESSES FOR RENEWING THEIR
MEMBERSHIPS IN FEBRUARY:

American Red Cross
Berland Imaging
Boulder Springs Apartments
Capitol Land Company
Creve Coeur Watch & Jewelry
Growlers Pub
Helmkamp Construction
HuHot Mongolian Grill
Money Mailer
New Horizons Computer Learning Center
Roman, Butler, Fullerton & Co.
Sam's Club - West County
Select Personnel
St. Louis Marriott West
The Garbacz Group
Video Vantages
Whitfield School

WELCOME NEW MEMBERS!

CMIT Solutions of Clayton

Mike Minkler
6614 Clayton Rd., #322
St. Louis, MO 63117
Phone: (314) 222-1364 – Fax: (314) 237-0007
E-mail: mminkler@cmitsolutions.com
Website: www.cmitsolutions.com
Business: Computer Services

Konica Minolta

Emily Beutel
14567 N. Outer Forty Dr., Ste. 325
Chesterfield, MO 63017
Phone: (636) 368-4346
E-mail: ebeutel@kmbs.konicaminolta.us
Website: www.kmbs.konicaminolta.us
Business: Copier/Document Management



Molina Healthcare

Iris Hamilton
12400 Olive Blvd., Ste. 100
Creve Coeur, MO 63141
Phone: (314) 819-5300 – Fax: (314) 819-5333
E-mail: iris.hamilton@molinahealthcare.com
Website: www.molinahealthcare.com
Business: MO HealthNet Managed Care Plan/Health Insurance

Regions Bank - Creve Coeur East

Jacqueline Kuenneke
11456 Olive Blvd.
Creve Coeur, MO 63141
Phone: 314-993-0000 – Fax: 314-993-8942
E-mail: jacqueline.kuenneke@regions.com
Website: www.regions.com
Business: Bank

Regions Bank - Creve Coeur West

Megan Mahoney
12470 Olive Blvd.
Creve Coeur, MO 63141
Phone: 314-514-3300 – Fax: 314-576-4867
E-mail: megan.mahoney@regions.com
Website: www.regions.com
Business: Bank

Transworld Systems

Barbara Marshall
390 South Woods Mill Rd.
Chesterfield, MO 63017
Phone: (314) 922-6573 – Fax: (314) 514-2675
E-mail: barbara.marshall@transworldsystems.com
Website: www.transworldsystems.com
Business: Collections

Large enough to serve you,
small enough to care!



O'CONNOR
INSURANCE

Auto • Home • Business • Life • Health
12101 Olive Boulevard, Creve Coeur, MO 63141

314-434-0038



www.oconnor-ins.com

info@oconnor-ins.com

NEW MEMBER PROFILE



Photo courtesy of McCarty Photography

Transworld Systems

Barbara Marshall
390 South Woods Mill Road
Chesterfield MO 63017
Phone: 314-922-6573
Fax: 636-625-2836
E-mail:
Barbara.marshall@transworldsystems.com
Website: www.transworldsystems.com

Transworld Systems consults with business owners to identify when their procedures lose effectiveness in working with their Accounts Receivables departments. Barbara shares best practices from others in their industries to help them become more effective. Transworld provides a flat fee service at often less than \$15 per account. For 40 years, Transworld's philosophy has been to provide diplomatic contacts at earlier stages of delinquency, rather than employing harsh tactics on older accounts, often resulting in success rates triple that of industry standards.

SPORT CLIPS RIBBON CUTTING



Sport Clips, the nation's leading men's and boys' haircare franchise, opened its re-modeled location at 12426 Olive Blvd. at Tempo Drive. A ribbon cutting and open house were held on March 19th.

With more than 650 Sport Clips locations across the country, this guys' haircutter provides a unique, sports-themed environment along with its signature MVP treatment that features a steamed towel treatment, neck and shoulder massage, and precision haircut all in a hassle-free, family-friendly setting. Sport Clips surrounds its clients with sports-themed décor a big-screen TV in the lobby, and televisions at each haircutting station tuned to sports.

"Guys seem to like the fact that you don't need an appointment to get a great haircut and other hair care services that help them 'get away from it all' for awhile. And, moms and dads enjoy bringing their sons, because it makes getting a haircut more fun," said Team Leader Barb Marshall. As an Air Force veteran, and someone who worked in banking and finance for 27 years, Barbara is excited about her first business ownership opportunity. "We know there are lots of places that a guy can go to get a haircut", said Barb, "that's why I have worked hard to hire skilled stylists who will make sure that each client is happy with his haircut and with the total experience."

Barbara Marshall has a long history of working with not for profit organizations in the community and is anxious to continue to be involved in her new role, through charitable outreach and partnerships with the local churches, schools, the American legion, the VFW, and local sports teams through Sport Clips. Barbara may be reached at 314-878-7004.



SUPER POWER NETWORKING EVENT

"Faster than a speeding bullet, more powerful than a locomotive," those words - faster and more powerful - uttered at the opening of the Superman show apply equally to our networking event on April 22nd. The Creve Coeur-Olivette Chamber along with the Maryland Heights and Northwest Communities Chambers present an event of epic proportion. You don't want to miss out on this huge opportunity to meet new people. Sponsored by Charter Business.

THURSDAY, APRIL 22ND
ORLANDO GARDENS
2050 DORSETT VILLAGE
MARYLAND HEIGHTS, MO 63043

7:30 A.M. REGISTRATION
8:00-9:00 A.M. PROGRAM
\$10 FOR MEMBERS OF ANY OF THE THREE CHAMBERS
\$15 FOR NON-MEMBERS OF THE THREE CHAMBERS

RESERVATION FLYER INSIDE NEWSLETTER

Facebook – become a Fan

We are now on Facebook – check out our page and become a fan of the Creve Coeur-Olivette Chamber of Commerce.. Upcoming events will be posted on Facebook and take a look at the Business Expo photos in our album.

BUSINESS EXPO



The annual business expo was held at the St. Louis JCC on March 25th. A few hundred people visited with the sixty exhibitors. The St. Louis RCGA co-hosted the event with our chamber again this year. The Major Sponsors included COUNTRY® Financial and St. Louis Business Journal. Supporting sponsors included Charter Business, Commerce Bank, Psychological Associates, St. John's Mercy Corporate Health Services, St. Louis Jewish Light and Visiting Nurse Association. Thanks to every exhibitor that participated in the annual event. Following is a complete list of the exhibitors.

Always There Home Care
 American Heritage Enterprises
 AMG Corporate Offices
 Aschinger Electric
 Bank of America Home Loans
 Barnes-Jewish West County Hospital
 Bethesda Health Group
 Bristol Seafood Grill
 Charter Business
 Citishred Document Destruction Services
 ClubHouse Inn & Suites
 Commerce Bank
 Committed to Health Chiropractic Center
 COUNTRY® Financial
 CPR -N- MORE
 Creve Coeur Recreation Complex
 Creve Coeur Watch & Jewelry
 Crown Trophy
 Delmar Gardens of Creve Coeur
 Elks Lodge #9 Volleyball League
 Enterprise Leasing
 Extra Help, Inc.
 First National Bank of St. Louis
 Friends of Kids with Cancer
 GC Food & Brewery
 HuHot Mongolian Grill/Sirius Hospitality LLC
 It's A Grind
 Kings Landing Apartments
 Konica Minolta
 Lenny's Sub Shop



Logan Chiropractic Health Centers
 Logos School
 Massage Works
 McAlister's Deli
 McCarty Photography
 Missouri Foundation for Health
 Missouri Veterans Home St. Louis
 Mosaic Restaurants
 Noodles & Company
 Psychological Associates
 RazorBall.Net
 RCGA
 Regus
 Rotary Club of St. Louis
 Sam's Club
 Spaderma
 St. John's Mercy Corporate Health Services
 St. Louis Business Journal
 St. Louis JCC
 St. Louis Jewish Light
 Stir Crazy
 STL Communications, Inc.
 Tessler Promotions
 The Hallmark of Creve Coeur
 The Melting Pot
 Transworld Systems
 Vantage Credit Union
 Visiting Nurse Association
 Webster University - Westport Campus
 Whispering Hills Luxury Apartments & Townhomes





THE MARK OF
QUALITY.

Kriegshauser West Mortuary

9450 Olive Blvd.

St. Louis, MO 63132

314-994-3322

www.dignitymemorial.com

MAKING SURE YOUR FAMILY BUSINESS DOESN'T RUIN YOUR FAMILY

By Kristen Johnson, Commerce Bank

In the beginning, a family business sounds like a sensible idea. The truth is there are countless ways that a business can wreak havoc on a family. You should consider steps like:

Look outside the family for objectivity - It is better to identify a team of "neutral" advisors outside of the family who you can trust for impartial advice when you're facing important business decisions. This group can include professionals from a variety of fields; an attorney, an accountant and a banker make a good start.

Hold relatives accountable - Set goals for each family member -- whether they relate to sales, profits or implementing IT systems. Make sure they know the consequences for nonperformance. Family members should also participate in regular discussions of the company's future to help ensure that everyone buys into the company's larger goals.

Know your limits - you should develop a business plan as a family - and include your banker and other advisors in that process. Such a plan can give family members a basic understanding of how cash can be expected to flow in and out of your company. Your banker, meanwhile, can help you understand the amount of debt you can take on and guide you toward the financial vehicles and solutions that best fit your company's circumstances. Begin training the next generation of leaders sooner, rather than later.

Put agreements in writing - Succession and contingency plans including obtaining key man insurance and establishing buy-sell agreements--today can help eliminate power struggles down the road should the unexpected happen.

Be flexible - The best way to ensure a family business' longevity is to recognize and respect your family members' interests and limitations, and to identify leaders with the fortitude to follow a business' long term vision. Such decisions can be difficult. In the long run, what's best for the company is also often what's best for the family as well.

Official Chamber Photographer

McCarty Photography, Inc.

8901 St. Charles Rock Road

St. Louis, MO 63114

(314) 428-5090

11200 Olive Blvd.

Creve Coeur, MO 63141

(314) 432-1221

Publicity • Portraits • Weddings

TIPS from the CHAMBER LEADS GROUP . . .

- "A promotional marketing product ANY business could offer... a Recyclable, Reusable tote bag." **Larry Tessler, Tessler Promotions, (314) 995-9977**
 - "The latest networking rage for the young professionals is integrating YouTube, Facebook, LinkedIn and Twitter into your marketing plans." **Steve Blives, Blives Consulting, steve@blives.com**
 - "Coverage for freezing pipes and resulting damage due to failure to maintain adequate heat is often excluded. Be sure to keep furnace running at reduced setting and winterize pipes if vacating property for an extended term." **Russell Weber, O'Connor Insurance (314) 434-0038**
 - "Time is running out on \$8,000 First-Time Homebuyer tax credit and other great government programs, so call me to discuss your options before it's too late!" **Kay Bova, Kay Bova Realty, (636) 728-1881**
 - **PUT THIS ON EVERY CELL PHONE: ICE-stands for IN CASE OF EMERGENCY.** Please program your cell phone with a least three contacts, this is if you get in an accident, (you can't talk), the first responder will look under the I for ICE and push those numbers to notify family. This is a UNIVERSAL program EXAMPLE I-ICE ALEX, my son (his number). Stop me when you see me and show me or ask me. **Jai-Jai Goldstein, CPR-N-MORE, jai@cpr-n-more.com**
 - "I recommend business owners take a moment with their banker at least once a year to evaluate short-term and long-term financial needs, and note that U.S. Bank's Creve Coeur office has a Small Business Specialist ready to serve you." **Linda L. Quesal, U.S. Bank, (314) 872-2848**
 - "Be sure to ask your attorney whether they offer alternatives to the unlimited billable hour, such as fixed fees or capped fees". **Timothy F. McCurdy, The McCurdy Law Firm, (314) 288-0670**
 - "Protect your critical business data with a managed online backup solution." **Tim Day, Sudora L.L.C., tim@sudora.com**
 - "A B C – Always Be Consistent in your hiring practices. Always – otherwise your company could be in serious trouble." **Kathy Franklin, Select Personnel, kathy@selectstlouis.com**
 - Choose a hotel that doesn't "nickel and dime" you for every-thing and offers all amenities at no extra charge (hot breakfast, internet, HOT FOODS and cocktails at evening reception)." **Shelly Dunsmoor-Drury Hotels, www.druryhotels.com**
 - "There is both a federal income tax credit and a State of Missouri Real Estate tax credit for first time and repeat home-buyers." **Harry Hilburg, Bank of America, (314) 569-3000**
 - "Many people spend \$150k + on their homes, but lock the doors with a \$20.00 lock. Isn't the protection of your family worth more than \$20.00? People spend more on their tennis shoes than they do on their door locks. How much are your possessions and family security worth to you?" **Danny Gurvis, Master Key Systems America LLC, (314) 266-1533**
 - "Is medicine the answer for all diseases? Some patients need both medical and chiropractic care to maintain optimal health." **Dr. Paul Hyland, Committed to Health Chiropractic Center, drphyland@charter.net**
 - "Live a more stress-free existence. No yard work. No maintenance worries. Let serenity welcome you home. whisperinghillsapts.com" **Taleah J Byrne, Whispering Hills Apartments (314) 434-5400**
- For more information regarding the Chamber Leads Group,**

NEVER FEAR



THE TIME IS HERE...

THE CREVE COEUR - OLIVETTE CHAMBER,
MARYLAND HEIGHTS CHAMBER,
NORTHWEST CHAMBER
AND CHARTER BUSINESS... PRESENT

SUPER POWER NETWORKING!!

FOR ALL SUPER CHAMBER MEN AND WOMEN

THURSDAY, APRIL 22ND

7:30AM REGISTRATION/8-9:00AM PROGRAM

ORLANDO GARDENS

2050 DORSETT VILLAGE, MARYLAND HEIGHTS, 63043

CONTINENTAL BREAKFAST INCLUDED

\$10 MEMBERS AND \$15 NON-MEMBERS

RSVP TO YOUR CHAMBER BY APRIL 19TH (REQUIRED)



Name: _____

Company: _____

Attendees: _____

Attendees: _____

Attendees: _____

Phone: _____

Payment: Check | Visa | MC | Discover | AmEx

Not all Cards are accepted at all Chambers

Card #: _____

Exp. Date: _____

Amount Paid _____

Mailing address for credit card holder: _____

To which Chamber are you a member: _____



Chamber of Commerce

314-569-3536

314-569-3073 FX



314-576-6603

314-576-6855 FX



314-291-2131

314-291-2153 FX



Chamber of Commerce

FUN 9 HOLE GOLF SCRAMBLE

In celebration of Creve Coeur Days

CREVE COEUR GOLF COURSE

(Address 11400 Old Cabin Road – Phone 314-872-2571)



Friday, May 14, 2010

OPEN TO ALL BUSINESSES AND RESIDENTS

12:00 p.m. Registration and Putting Contest - 1:00 p.m. Shotgun Start

Drinks & Snacks on Course; BBQ Dinner; Contests include: Hole-in-One, Straightest Drive, Closest to Pin, Putting

FOURSOME OF GOLF \$200: Team of 4; Carts; Greens Fees; Dinner

FOURSOME SPONSOR \$250: Team of 4; Carts; Greens Fees; Hole Sponsor, Dinner

BRONZE SPONSOR \$370: Same as above **PLUS** Putting Contest, Skins Game, Maximum Mulligans, Raffle tickets

SILVER SPONSOR \$470: Same as above **PLUS** Recognition in Golf Program, Flyers and Chamber Newsletter

GOLD SPONSOR \$570: Same as above **PLUS** Special Event Sponsorship, Preferred Start Hole, Recognition by Golf Chair and photograph in Chamber newsletter.

Please sign us up for the following sponsorships (you do not have to be a golfer to sponsor) :

Hole \$50; Hole-In-One \$300; Golfer Gift Bags \$300; Winning Teams \$300; Barbecue \$200; Refreshment Cart \$200

Name _____ Company _____

Address _____ Zip _____ Phone _____

E-mail _____ Amount enclosed \$ _____ OR Please bill me _____

Please charge my: VISA MC Discover \$ _____ Name on Card _____

Credit Card # _____ Expiration _____ 3 digit code on back of card _____

Signature _____ Address and zipcode to which bills mailed: _____

HERE ARE THE PLAYERS ON OUR TEAM

CART 1

CART 2

Please fax: 314-569-3536 or MAIL: Creve Coeur-Olivette Chamber of Commerce, 677 N. New Ballas Road, Suite 214, St. Louis MO 63141 or REGISTER ONLINE: www.ccochamber.com.

CHAMBER ISLAND GETAWAY AUCTION



Chamber Of Commerce

Friday, June 25, 2010

Spazio Westport

12031 Lackland Road

6:30-10:00 p.m.

**\$35 a person / \$240 a table of 8
Open bar and buffet dinner**

Reservations due June 18, 2010.

Contact name _____

Company _____

Full Address _____

Telephone _____ e-mail _____ Fax _____

Please reserve _____ tickets for the Auction (\$35 per person).....\$_____

Please reserve _____ table(s) of 8 for my company (must be one full payment of \$240 per table).....\$_____

Please reserve a Big Kahuna Sponsorship for my company.....\$1,000

Table of 8; preferred table placement; company name on table, on program cover, in July newsletter and on chamber website; company banner placed at event; two bottles of champagne at table; two minute commercial during event and special dessert presented at table

Please reserve a Cabana Sponsorship for my company.....\$750

Table of 8; preferred table placement; company name on table, on program cover, in July newsletter and on chamber website; two bottles of champagne at table; and one minute commercial during event

Please reserve a Surf's Up Sponsorship for my company.....\$400

Table of 8; preferred table placement; company name on table, on program cover, in July newsletter and on chamber website

Total \$_____

I will call the Chamber office with my credit card # (MC/Visa/Discover accepted)

I will mail a check.

I need to be invoiced.

I want to give an auction item for the event. Item _____ Value \$_____

The Creve Coeur-Olivette Chamber of Commerce will submit a letter acknowledging all donations.
Donations are tax deductible as a normal business expense.

Please return this form by e-mail to ngray@ccoohamber.com (please do not e-mail the form with any credit card information); or by fax to 314-569-3073 or by mail to CCO Chamber of Commerce, 677 N. New Ballas Road, Suite 214, St. Louis MO 63141.

For questions please contact the CCO Chamber office at 314-569-3536.



Chamber of Commerce

MEMBERSHIP LUNCHEON



THURSDAY, APRIL 15, 2010

11:15 a.m. Registration & Networking
11:45 a.m. - 1:00 p.m. Lunch & Program



SPAZIO - WESTPORT

12031 Lackland Road, Maryland Heights
314-576-0400

SPEAKER: DALE FURTWENGLER

TOPIC: PRICING FOR PROFIT / How to get higher prices even in a down economy

Do you feel trapped by industry pricing? Are you tired of losing market share despite heavy discounting? Dale Furtwengler, the author of *Pricing for Profit*, is going to show you how to break the bonds of industry pricing and get compensated well for the value you provide.

Dale's simple, effective techniques are the reasons why his book was initially released in seven countries including the U.S., Canada, the U.K., Italy, France, Germany and the Netherlands.

Dale Furtwengler is an internationally-acclaimed author, professional speaker and business consultant who helps his clients increase profits without adding resources. You can learn more about Dale at www.furtwengler.com, www.furtwengler.com/theinvaluableleader, www.pricingforprofitbook.com or give him a call at 314-707-3771.

RESERVATIONS REQUESTED BY APRIL 12TH.

REGISTER ONLINE: www.ccochamber.com OR FAX: 314-569-3073

OR E-MAIL: ngray@cco chamber.com

Chamber office phone: 314-569-3536

No cancellations after April 12th.

\$22 for members, non-members and guests with reservations. No shows are billed \$22.
May pay by cash/check/Visa/MC/Discover

Name _____

Name _____

Company _____

Daytime phone _____ e-mail _____