



Chamber Connection

“Creating a Brighter Future”

**Trotwood
Chamber of Commerce**

Volume 3 Issue 12
December 2007

Trotwood Chamber Honors 12 Businesses

Twelve businesses were honored at the Trotwood Chamber’s Annual Dinner & Business of the Year Program November 28 at Hara Arena Complex. Those honored were Access Systems, Chelle’s Ultimate Salon & Spa, City of Trotwood, Lofino’s Cub Foods, Dayton Nutra Foods, Dayton Quality Starter, Grismer Auto Service Center, Hallmark Cards, Life of Riley Landscape, the UPS Store, Trotwood City Schools and YMCA of Trotwood. Two of those businesses honored were chosen as our large and small Businesses of the Year. Dayton Nutra Foods was selected in small business category and Lofino’s Cub Foods was selected in the large business category. Attending the event was a representative from U. S. Senator Sherrod Brown’s Office, Travis Hines, State Senator Tom Roberts, Montgomery County Commissioner Dan Foley (keynote speaker), Mayor Donald K. McLaurin, City Manager Mike Lucking and Councilman Rap Hankins.

Congratulations to everyone — you are all winners! Your contribution to our community is truly appreciated. Also, business leaders and friends who attended, as well as donors that donated items for our Silent Auction — our special thanks to all of you!



Dan Foley & Dora Garner



Craig Ross & Rev. David Fox



Commissioner Foley, Senator Roberts, Mayor McLaurin
Maggie Hart, Travis Hines, Al Miller



“The Grinch” (Ray Garner)



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Highlights This Issue

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Chamber Connection

**Register Now—Trotwood Business Expo
March 12, 2008**

- ✓ Save \$\$\$
- ✓ Promote Your Business
- ✓ Increase Business Leads

Why register early for the Trotwood Community/Business Expo and Taste of Trotwood in March? Because you not only save money but your early inclusion will help us to better promote the Expo and guarantee more visitors and leads for your business.

This year we will have tickets in your hands a full 30 days before-hand so you can make sure they get distributed to your best customers. Last year, exhibitors noticed the class of attendees was higher but all asked us to find more people to come this year. Register now to help us with that effort.

**Register Early—you will get
FREE tickets to distribute to
your customers**

The 2008 Trotwood Community Expo and Taste of Trotwood will be at Hara Arena Complex on Wednesday March 12 from 4-8pm. This year, we will feature a stage (away from the exhibits) with local musicians, dancers and performances that will showcase Trotwood's talents.

Most of last year's food vendors are already on board. We still have a few sponsorship opportunities available, so if you would like to raise your level of participation call Bruce Kettelle at 837-6401.

Included with the newsletter is an early bird registration form. Send it in with your check made out to Trotwood Chamber of Commerce, P. O. Box 26507, Trotwood OH 45426, by the January deadline and save. Don't forget you can reserve two booths side-by-side to increase you visibility. Prizes will be awarded again this year for the top booths at the Expo.

Greater Dayton Works.com Partners

With help and support provided by over 20 local chambers of commerce, the Montgomery County Job Center, ABC 22/Fox 45 and DPL Energy, the GreaterDaytonWorks.com job portal has reached an important milestone as the 1000th company has registered on the site. This is a very important milestone illustrating not only the websites growth in the region but also demonstrating the power of collaboration within economic development partners in the area.

The GreaterDaytonWorks.com website was designed to offer an economical and effective tool for area employers to find job seekers and ultimately help our 16 county region be more competitive on a national level. The signing of the 1000th employer affirms our community's commitment to helping business grow and become successful in our region.

Although the site is less than 2 years old, it seems that GreaterDaytonWorks.com is just getting started! They have recently added 2 more staff members dedicated to the program, signed on a new media partner, recently signed on a major sponsor and began the process of developing multiple new partnerships with other area organizations.

To get more information about GreaterDaytonWorks.com or to get registered on the site, please contact Chris Wimsett at 937.226.8258 or cwimsatt@dacc.org.

General Membership meeting is scheduled for Wednesday, December 19 at 12 p.m., 4000 Lake Center Drive. We will elect new officers for 2008 and your attendance is very important. If you plan to attend, please call the Chamber Office at 837.1484 — snacks will be provided.



Business Builder the 89 Cent Solution

How often have you been sitting in the car after a sales call, and you thought of something you should have done that would have been more appropriate than what you just did?

"I shoulda said...", "I shoulda asked...", "I shoulda...", "I shoulda...", "I shoulda..." You make a mental note of the shouldas... and then what? Nothing! With everything else that goes on during the day, your shouldas become a distant memory--lessons that could have been learned, but were lost instead.

Invest 89 cents on a spiral notebook and keep it on the seat of the car. Draw a line down the center of each page. Label the left side: *The Prospect Said, Asked, Did*. Label the right side: *I Should Have Said/Asked/Done*. The next time you have an impromptu debrief in the car, record the prospect's action along with your shouldas. Don't record what you did; record what you should have done. (The purpose of the journal is to reinforce good behavior, not remind you of poor behavior.)

If you're not sure what a more appropriate behavior would be, consult with your sales manager or a fellow salesperson at a later time. You won't have to rely on your memory for an accurate description of the event; it will be recorded in your notebook.

So, the next time you think, "I shoulda...", write it down. An 89 cent investment and a few minutes of your time will return big dividends in the form of improved performance and increased sales. The article printed with the permission of Roger D. Wentworth. Contact Roger at the Sandler Sales Institute, 937.427.9720 or www.roger.sandler.com.



A Gift For All

Imagine a quiet night and a young couple with nothing but a feeding trough to put the child in. It was probably cold and their family was far away and unable to help. It's not exactly the "Hallmark" moment we like to show in Christmas pageants, however, this rustic scene marked the greatest event in the history of mankind—"the perfect gift," small package, wrapped in rags, given from the heart of God.

This holiday season don't forget the most important gift!



*From the Trotwood Chamber of Commerce to all of you
Happy Holidays and a Prosperous New Year!*

Upcoming Events

December 19, 2007	General Membership Meeting—12 PM
December 25	Christmas Day—Chamber Office Closed
January 1, 2008	New Year's Day—Chamber Office Closed
January 16	Chamber Board Meeting—12 PM
January 31	Expo Early Bird Registration Deadline
March 12	Trotwood Community Business Expo, Hara Arena, 4-8 p.m.



Salem Towing

Emergency Service 24/7
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 Ph: 854.4643



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Want to Advertise Here
Yearly Rates

Members \$150 (business card)

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Members \$350 - Non-Members \$450 (1/4 page)

Contact the Trotwood Chamber of Commerce 837.1484



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