



# Chamber Connection

“Creating a Bright Future”

**Trotwood  
Chamber of Commerce**

**Volume 4 Issue 3  
March 2008**

The Southern Ohio Chamber Alliance (SOCA) offer Chamber members a competitive advantage - advantage that you will not receive unless you are a member of a chamber of commerce.



Some of the advantages are:

- Healthcare (United Healthcare) focusing on three fundamental elements
  - A. Affordable products
  - B. Broad, stable network of physicians and hospitals
  - C. Outstanding service
- Dental Care & Workers' Compensation
- Vision & Hearing Care
- Prescription Drugs
- Wireless Service

Jeannie Marshall, our Southern Ohio Alliance Representative and Patrick Williams, Workers' Compensation, will be our guests at the General Membership meeting Wednesday, March 19 at noon— they will explain in-depth your chamber benefits. This is an opportunity for you to meet your Alliance and Workers' Compensation representatives as well as network with other chamber members and business leaders.

How do you participate in the Chamber Alliance Program? Your business must be a member of a Chamber. For membership and benefit information, call the Trotwood Chamber of Commerce at 937.837.1484.

## ATTENTION

The Trotwood Community Expo scheduled for March 12 has been re-scheduled for later in the year. The Expo has ***not been canceled*** but moved to a different month. More information will be forthcoming. You will not want to miss your opportunity to participate and attend this outstanding Community Expo! Should you have questions about the change, please call Bruce Kettelle at 837.6401 or Larry Jackson at 276.3978.



**To the following business for renewing your membership and for your continued support to the Trotwood Chamber of Commerce.  
Welcome, Salem Square Improvement/DLC Management.**

- |                                  |   |
|----------------------------------|---|
| Brinks Home Security             | Salem Chrysler-Jeep                     |
| City of Trotwood                 | Salem Square Improvement/DLC Management |
| Dayton Quality Starter           | Shiloh Springs Care Center              |
| Fifth Third Bank (E. Main St.)   | Slemker's Service                       |
| Gates/Parizo Wertz Insurance     | Southern Ornamental Iron Company        |
| Key Bank                         | Tim's Car Care                          |
| Liberty Savings Bank             | Trotwood Library                        |
| Mercy Siena Retirement           | Turner Road Church of Christ            |
| North Dayton School of Discovery | United Theological Seminary             |

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# Chamber Connection



## Vision Care Program

**Big savings on all your family's eyewear purchases at thousands of independent, regional & national chain eyecare centers such as LensCrafters, Sears, JC Penney, Target Optical and most Pearle Vision Centers.**

- Save up to 40% or more (37% national average) on your choice of frames, lenses, options, and accessories
- Save 15% of retail price on conventional contacts – in store purchases
- No limit on the number of times you can use the EyeMed program to save
- EyeMed's Access is a family membership
- Choose from over 42,000 providers, including independent, national and regional chain store
- No claim forms - immediate savings at time of purchase
- Corrective Vision Surgery - All EyeMed members will receive a minimum savings of 15% off usual and customary charges or 5% off promotional rate when using one of the EyeMed laser vision correction providers conveniently located in all regions of the country
- Great savings are also available on mail-order contact lenses
- Cost of exams with dilation as necessary: \$5 off routine exam, \$10 off contact lens exam

**Example of potential savings on typical purchases. Actual savings may vary depending on selection and usual and customary prices. Savings are almost 5 times the cost of the plan for just one purchase alone.**

Item	Average Retail	EyeMed Preferred Price
Calvin Klein CK-723 frame	\$144.00	\$ 93.60
Bifocal with UV & scratch coat	<u>\$132.00</u>	<u>\$ 85.00</u>
Total	\$276.00	\$178.60

<b>Your Savings \$97.40</b>
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### It's Easy to Save - Here's How It Works:

**Locate an EyeMed Provider by calling 800-221-3272 or search online at [www.visionprovidersearch.com](http://www.visionprovidersearch.com)** You will also receive a personalized provider listing, based on your zip code with your membership information.

**When setting an appointment,** please advise the provider that you are an EyeMed member and present your EyeMed membership card to the EyeMed Provider upon arrival and prior to any purchase.

**Select** your eyewear and pay the EyeMed Provider the discounted price. There are no claim forms to file.

**Your** EyeMed Provider will be pleased to show you your savings!

**Detach and return with payment. Please print or type. – Dependents are included at no additional cost.** Enroll me in the Chamber's Discount Vision Care Program at the **low annual fee of \$20.00.** **Make all checks payable to Select Benefits and mailed to: 105 Walnut St., Lawrenceburg IN, 47025.**  
**Questions? Please call 800-613-4841. Allow 3 weeks for delivery of EyeMed Vision ID card.**

Chamber Name: \_\_\_\_\_

Company: \_\_\_\_\_

Member's Name: \_\_\_\_\_ M/F \_\_\_\_\_ SSN: \_\_\_\_\_

**Social Security # is Required to Activate**

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ ZIP: \_\_\_\_\_ Phone: (\_\_\_\_) \_\_\_\_\_

Southern Ohio Chamber Alliance 01302008

Should you have questions or need more information, please contact the Trotwood Chamber of Commerce at 937.837.1484.

**Bureau of Workers' Compensation**

The Ohio Bureau of Workers' Compensation (BWC) Division of Safety and Hygiene Training Center, is offering 64 occupational safety, health and ergonomic courses, including seven online courses, in twelve locations across Ohio from January-March 2008. The courses are designed to emphasize practical application of safety principles, help develop a safety culture and provide current and proposed standards for regulatory compliance.

Regular classroom courses include Basic Construction Safety, First Aid in the Workplace, Job Safety Analysis, 10-Step Business Plan and more. Online courses include Avoiding Back Trauma, Ergonomics, Office Ergonomics, Industrial Hygiene Overview and Preventing Cuts and Lacerations.

The course range from half-day to four and a half day sessions and are free to Ohio employers who pay into the Ohio Workers' Compensation Insurance Fund.

Enroll in classes, update your profile or find directions to training locations by visiting [www.bwcleaningcenter.com](http://www.bwcleaningcenter.com) or calling (800)OHIOBWC.

**As Simple as ABC**

Success in sales - or in any profession - is as simple as ABC: Attitude, Behavior, and Commitment. Successful salespeople have a winning attitude. They expect to win. They plan, manage, and evaluate their behavior. And, they maintain their commitment.

Their attitude of winning begins with defining goals - creating a vision of success. Putting aside all doubt, they focus on reality as they concentrate on working their plan.

Nevertheless, they know they must be willing to risk failure. They know they won't close every sale, that not every suspect will become a prospect, and that not everyone they call on will recognize the need for their product or service or be able to make a decision. They know they will have to hear many no's before they hear a yes. But they do not let this potential for failure keep them from working their plan.

The behavior is consistent with their winning attitude. They make those difficult cold calls because that's the only way they'll be in front of the necessary number of prospects. They meet problems, stalls and objections head-on because they know that unless they can solve or eliminate them, it's over. They don't waste time with people who are not qualified to do business with them. They deal with money issues and the decision making process early in the selling cycle so there are not surprises later. They retain control from start to finish.

A commitment to their goals - and to their family, company, industry, clients, prospects, and themselves - is essential to every successful salesperson. They strive to provide nothing less than the maximum of which they are capable. And, they are committed to doing whatever it takes, even if it leads to pain, because the pain that results from doing "whatever it takes" is less than the pain of failure.

If you are not where you feel you should be in your career or life, check your attitude. What do you expect of yourself? What vision do you have of your future? Do you really believe in yourself? Is your behavior consistent with the action necessary to reach that vision? Are you working your plan consistently? Are you really committed? The answers to these questions are the answers to your future! Printed with the permission of Roger D. Wentworth, Sandler Sales Institute, 2661 Commons Blvd. Beavercreek OH 45431, Phone 937.427.9720.

**Trotwood Rotary**

Trotwood Rotary's Annual Dinner will be held Saturday, March 15 at 6 p.m. at K's Restaurant. For reservations contact Marvin Phillips at 937.687.1919. Deadline to make your reservations is March 13. If you are interested in information about the Trotwood Rotary, contact President Joe Hurr, at 937.267.5954. Trotwood Rotary Club meets every Thursday at noon at Café Anticoli in Clayton.

**Better Business Bureau**

**BBB Forecasts 2008's Top Three Scams:**

1. Phony check scams - BBB advice: Beware if you receive a check with an unsolicited offer because it's probably bogus. Contact the financial institution the check is drawn on to verify its legitimacy, but don't rely on the telephone number on the check because it could be fake. If you are a victim of a fake check scam, contact the Federal Deposit Insurance Corporation. If the check is drawn on a foreign bank, contact the U.S. Secret Service.
2. Work-at-home scams - BBB advice: Be cautious when responding to work-at-home offers. If you are considering a work-at-home offer, get all details, earnings, claims and refund policies in writing. If you are not satisfied with the information provided, walk away. Don't feel pressured to make a decision immediately.
3. Foreclosure scams—BBB advice: If you are facing mortgage foreclosure, contact your lender as soon as you realize there is a problem, don't ignore your lender's phone calls, letters or other communications. Never sign a contract under pressure or without reading and understanding the terms.

Contact your BBB by visiting [www.bbb.org](http://www.bbb.org) or call 937.222.1534, ext 2270.

**Upcoming Events**

**March 12**

Trotwood Rotary Membership Breakfast, 8-9 a.m. UTS

**March 19**

General Membership Meeting  
Trotwood Community Center,  
Noon. Jeannie Marshall, Chamber Benefits Representative and Patrick Williams, Workers' Comp. are our guests

**March 25**

Home Buyers Seminar 6:30-8:30 p.m. UTS. For information call 937.219.7849



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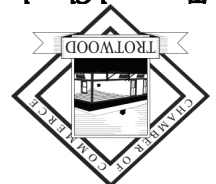
[www.trotwoodchamber.com](http://www.trotwoodchamber.com)

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Trotwood Chamber of Commerce



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