



Chamber Connection

Trotwood Chamber of
Commerce

Volume 1, Issue 6
June 2005

Building A Bright Future

Executive Director's Notes

A sincere thank you to all members that have renewed their memberships for 2005 and a sincere welcome to all new members. Your membership is vital to the survival of the Trotwood Chamber of Commerce and we sincerely appreciate your involvement.

Your membership entitles you to numerous benefits and opportunities. For instance, a comprehensive health care plan, special discounts at designated businesses, cell phone service with Cincinnati Bell Wireless (no contracts to sign), opportunities to sponsor events, as well as work on various committees. (We are here to represent you which is why our Board Meetings are open to the public.) If we can assist you, please call the Chamber at 937-837-1484. Business hours are 9 a.m. to 1 p.m. daily. It is our pleasure to help you.

Taking a vacation, here are a few helpful ideas for tipping when traveling.

Doorman—\$1-\$2 for carrying luggage; \$1-\$4 for getting a taxi. **Front Desk** checks you in and out, no tipping required. **Bellhop**—\$1-\$2 per bag, depending on the hotel, no less than \$2 total. **Concierge**—none required for answering questions, \$5-\$10 for each special service, more for miraculous efforts like obtaining tickets to a sold-out show. **Housekeeping**—\$2 per day in moderate hotels, \$3-\$5 in deluxe hotels (tip daily to assure the tip goes to the person who cleaned your room). **Valet**—\$2-\$3 for parking and retrieving your car. **Room Service Waiter**—fifteen to 20 percent of the total charge (unless gratuity has already been included on the bill). **Bed/Breakfast** - none required - employees should be tipped the same hotels.

Come See Our New High School On June 25

Be one of the few to tour the nearly completed Trotwood-Madison High School Saturday, June 25 starting at 8:30 AM with a light breakfast. The classroom wing is complete and the finishing touches are being completed. This exclusive sneak peak is a Chamber After Hours Event.

The school district is excited for the opportunity to be unveiling this state of the art facility for the community. You will be excited also after seeing what it will have to offer Trotwood students.

Breakfast is being provided by Hunter Consulting Company, the Chamber's Workers' Compensation benefit consultant. The tour is free for Trotwood Chamber of Commerce Members, \$5 for non-members. Call 837-1484 to RSVP by June 22 and let us know how many will be coming from your organization.

Breakfast with the Mayor

When: June 30—Time: 8:00-9:30 a.m.—Where: Trotwood Community Center
Cost: \$7. Call the Chamber (937-837-1484) by June 27 to make your reservation.

New Member Focus

B & B Tile Company, Inc.

We were established in 1986 by Ronald and Robert Bailey. We are a family owned business specializing in commercial and industrial flooring and tile and marble installations, based in Trotwood. B&B has built a strong foundation in the construction industry all over the tri-state area. Projects include government properties, malls, restaurants, hotels, hospitals, schools and a scope of other work. We are proud to be a part of the Trotwood community and look forward to building many more working relationships through professional quality service. Contact B&B Tile at 854-5143.
Ronald Bailey, President

Inside This Issue

Director's Notes	1
New High School Tour	1
Breakfast with the Mayor	1
New Member Focus	1
SAVISCO	2
SOCA Benefits	2
Renewals/New Members	2
The Growth Coach	3
Youth Opportunity	3
UTS Chamber After Hours	3
Calendar of Events	4

2005 Officers:

President

Monica Hill-Sumlin

President-Elect:

Larry Jackson

Vice President

Derek Grauduss

Treasurer

Sandra Allen

Secretary

Sharon Thornton

BOARD OF DIRECTORS

Board of Directors

Ron Bryant
Dr. Karen Garner
Raymond Garner
Rev. H.G. Gathagan
Loren Gross
Bruce Kettelle
Michael Lucking
John Smith
Karen Wampler

Executive Director

Marie Battle

Walkable Community Workshop

What is a Walkable Community Workshop?

A Walkable Community Workshop is an interactive community workshop designed to bring together key Trotwood stakeholders such as citizens, business owners, land owners, officials, and professionals to focus on issues related to walkability in the City of Trotwood, this is done as part of an effort to make our city and region more pedestrian friendly. The City of Trotwood was selected as one of eight communities in the Miami Valley Region to participate in the Walkable Communities initiative in 2005. The workshop was coordinated by the Trotwood Department of Planning and Development and Precious Blood Church. City of Trotwood Officials, Trotwood Chamber of Commerce, citizens and businesses from Trotwood and surrounding area attended the workshop.

Who organized this Workshop?

This workshop was presented to our community by the Miami Valley Regional Planning Commission (MVRPC), the Clark County-Springfield Transportation Coordinating Committee (CCSTCC), the National Center for Bicycling and Walking (NCBW), and the City of Trotwood.

What will we do at the Workshop?

With nationally-renowned experts Peter Lagerwey (Bicycle and Pedestrian Coordinator - City of Seattle) and Mark Plotz (Program Manager - NCBW) serving as facilitators, workshop participants will learn more about successful pedestrian design, safety, education, bikeways, enforcement and encouragement. The group will focus on the Salem Avenue Corridor from Denlinger Road to Turner Road. A walking audit of this target area helped us understand and identify obstacles to walking and biking while suggesting potential short-term and long-term solutions.

To learn more about the Walkable Communities program in general you may visit MVRPC's website at www.mvrpc.org/walkable.

Bonita Carroll, Salem Avenue Vision Coalition (SAVISCO)

SOCA Committed to Serving the Dayton Market

Premier Health Partners and United Healthcare announced today, May 24, that they have signed a new five-year contract becoming effective April 1, 2005, thus ensuring that 200,000 Dayton area enrollees of United Healthcare will continue to enjoy access to high-quality, affordable health care. The agreement will keep Premier's three hospitals, Miami Valley, Good Samaritan and Middletown Regional, 100 HealthNet physicians and other services in United Healthcare's network.

With the successful conclusion of negotiations between the region's largest hospital system and second-largest health insurer, United Healthcare customers retain maximum choice of where and from whom they receive their care. Customers exercise that choice throughout the Greater Dayton area.

This new benefit is offered through Southern Ohio Chamber Alliance (SOCA). Chamber members have access to all SOCA plans.

Article contributed by Premier Health Partners/United Healthcare

Did you Know?

Membership with the Chamber may entitle you and your employees to the following benefits:

1. Healthcare Benefits (Discounted premiums with United Healthcare)
2. Dental Care Program with Superior Dental Care
3. Vision Discount Plan with Eye Care Plan of America (ECPA)
4. Prescription Drug Discount Card
5. Hearing Aid Discount Program
6. Workers Compensation Program with Hunter Consulting
7. Cell phone service with Cincinnati Bell Wireless

Membership Renewal

Beth Abraham Synagogue
Dayton Power & Light Co.
Greater St. John Baptist Church
Hara Arena Complex
Meadowbrook Country Club

Welcome New Members

B&B Tile, Inc.
Broadway Cafe
McLin Funeral Home

The Inner Game of Business

As a coach and as a business person, I have been working with small business owners for over 20 years. I have therefore concluded a number of things that I want to share with you.

I have captured several key observations that I wish to share which I firmly believe can help you and your clients build better businesses and lives.

Small business success is less about tactics, techniques or mechanics. Small business success has much more to do with the entrepreneurs and how they habitually think and act. Your business success too will depend in large part upon shaping your mind to work for you, not against you.

The true battle waging for business success does not take place in the market arena; it takes place in the mind of every business owner, you and your clients included. Being a successful entrepreneur is really about mastering your thoughts, beliefs, feelings, and focus. It's about using your mind as a powerful asset, not a destructive liability. Your greatest competition will always be with yourself, especially fighting off the mental gremlins (doubt, fear, limiting beliefs, feelings of unworthiness, etc.) that wish to deny you your dreams. If you recall last month, I wrote about focusing on being positive and having a positive outlook and not letting the FUD's (Fears, Uncertainties, and Doubts), get the best of you.

What truly matters for business success is the entrepreneur **understanding himself/herself** (strengths, weaknesses, dreams, mental barriers, etc.), **taking full responsibility** for his/her results, **possessing effective mindsets** (modes of thinking), **having a bias for action** (not analysis paralysis), and **believing in his/her personal worth and the value of his/her services**.

To take your business and personal life to a higher level, you must master the inner game of business. You must improve your mindset, believe in yourself, and believe in the value of your services. You must **think** like a successful entrepreneur, and **think** like a successful marketer. In the end, you must focus less on the external game of business, and more on the internal game.

Too many business owners try to mimic the exact actions, tactics, techniques and approaches of other owners. They try to say the same things, do the same things, and look the same way. Instead, they should be trying to figure out the mental approaches of successful entrepreneurs. How do successful owners or entrepreneurs think? What are their beliefs? How do they feel? How do they mentally approach the sales process? What are their metaphors (mental pictures) when selling? Ask yourself if you are passionate about what you are doing? What do they think about and feel to be so enthusiastic?

Find someone that can hold you accountable and look at your business objectively. You need someone to ask you not only the right questions but the tough questions. You may contact me at 937-287-2922 or email me at M.Ehrler@TheGrowthCoach.com

Michael Ehrler, Owner, The Growth Coach

Summer Youth Programs 2005

Montgomery County Department of Job & Family Services will provide summer employment and training opportunities for the low income youth of Montgomery County.

The goal of the program is to assist youth to develop fundamental life skills for managing their personal growth, interpersonal relationships and career development, as well as increase the youths computer technical knowledge.

The Summer Youth Program will follow eligibility criteria under the Montgomery County Prevention, Retention and Contingency Program (PRC). This is based on gross monthly income and household size. The program will be operated within the Job Center for the academic skills enrichment. Employment opportunities will occur in various locations throughout Montgomery County. The Job Center is located at 1111 S. Edwin C. Moses Blvd. Applications will be taken at the Job Center. Call to make an appointment Youthworks (937.224.1482).

UTS Tour Attracts 50

On May 26 Chamber members got to see the United Theological Seminary (UTS) under construction as they convert the former Jewish Community Center on Denlinger Road into a school for over 300 masters and doctorate students. About 50 guests learned UTS is bringing \$6-million annually into the Trotwood economy.

Two features the public will have full access to are the street café and extensive library. The street café will be located in the extended lobby area including a Starbucks style coffee bar. The library will fill the former basketball court with the largest theological collection in the mid-west, some volumes are up to 135 years old.

UTS considered nine other sites in Montgomery County before selecting Trotwood. The remodeled facility will be ready in August for the fall semester. Look for a formal building dedication on October 12th.

Calendar of Events 2005

- Board Meeting the Third Wednesday of every month - noon—Trotwood Community Center
- General Membership Meeting June 15 at noon
- 4th Annual Trotwood Mayors Golf Classic June 24
- Trotwood-Madison's New High School Tour June 25
- Breakfast with the Mayor June 30

- South Metro Regional Chamber Caucus July 15
- 1st Trotwood City Jazz Festival August 20
- Easter Seals/Shiloh House Chamber After Hours August 25
- General Membership Meeting September 21
- Mercy Siena Chamber After Hours Sept. 29

SALEM

CHRYSLER—JEEP

Your Five Star Dealer ★★★★★

37 Years in Business

"Where the Mel Zappia Family Cares"

5010 Salem Avenue

937.837.5531

Open All Saturdays in Service & Parts Department

Dayton Nutra Foods

5294 Salem Avenue
Trotwood OH 45426
Phone: 937.854.9100

Summit Towing, Inc.

Over 65 Years in Business
4164 Gardendale
937.228.5078
Fax:937.228.6212

Broadway Café

Quality home-style cooking
at reasonable prices
203 N. Broadway
Trotwood OH 45426
Phone: 937.837.6555

www.trotwoodchamber.com

PH: 937.837.1484

Trotwood OH 45426

P. O. Box 26507

Trotwood Chamber of Commerce



PRESORTED
STANDARD
US POSTAGE PAID
DAYTON OH
PERMIT NO. 339