



Chamber Connection

“Creating a Bright Future”

**Trotwood
Chamber of Commerce**

**Volume 4 Issue 6
June 2008**

Our general membership meeting is scheduled for June 18 at noon. Jeannie Marshall, Southern Ohio Chamber Alliance (SOCA) representative will be our guest. Jeannie will discuss benefits you receive as a member — benefits such as vision, health and dental care. This will be a very informative meeting and we encourage members to attend.

The Chamber has moved, and our new address is 4444 Lake Center Drive (formerly Moto Photo). Should you need directions, call the Chamber at 937.837.1484. Chamber hours are 9 a.m. until 1 p.m. Monday-Friday.

Marie Battle, Executive Director

Mandatory Sick Leave – Proposed Ballot Initiative for November 4, 2008 (Title: Ohio Healthy Families Act)

Ballot Proposal Summary

- Initiated by the Service Employees International Union District 1199.
- Applies to all Ohio employers with more than 25 employees.
- Mandates employers** to provide 7 paid sick days to full-time employees and a pro-rated amount of leave to all part-time employees.
- Allows employees** to start accruing sick leave immediately upon being hired and employees can use sick leave after a 90 day probationary period.
- Allows employees** to carry over a maximum 7 days of sick leave each year.
- Allows employees** to use sick time in small increments of an hour or less.
- Allows employees** to use sick leave for physical, mental or other medical illnesses for themselves, child, parent or spouse.
- Allows employees** to request leave orally or in writing.
- Allows employees** to give sick leave notice in “unforeseeable” circumstances “as soon as practicable.” Otherwise, 7 days advance notice is required.
- Prohibits employers** from requiring medical certification for sick leave that is less than 3 consecutive days.
- Mandates employers** to post notices informing employees of their rights under this Act.
- Mandates employers** to keep records of hours worked and paid sick leave taken by employees for 3 years.
- Prohibits employers** from using paid sick leave as a negative factor in any employment action or from counting sick leave under any no-fault attendance policy.
- Allows employees** to sue employers for any violation and recover actual damages, interest, damages and reasonable attorneys’ fees.

Contributing Source: Porter, Wright, Morris & Arthur Legal Analysis

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Welcome New Members

Cincinnati Bell Telephone
Just Sweat Fitness

Renewal

McLin Funeral Home
Salem Woods LLC

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Chamber Connection

Just Sweat Fitness—Member Focus

Are you in need of getting in better shape and don't know where to start? Consider the services of Just Sweat Fitness to help you reach your maximum potential physically, mentally and most importantly, become a better overall person. Take confidence and feel better about yourself!

Weight/Strength Training—Weight Loss Management—Diet/Sports Nutrition

The majority of us today do not use every single muscle in our body during our daily activity. Weight and Strength Training cover all muscle areas of the body as well as help you lose excess fat and tone the muscles at the same time. Building overall strength and shifting fats and muscles to the necessary location is just a start to improving the overall appearance.

The unhealthy food we eat is one of the main reasons for excess weight gain. Negative fat(s), carbs, cholesterol, sugar and calories tend to make us gain unnecessary weight, which results in being overweight and unhealthy. The important of self discipline and daily exercise is vital in living a consistent healthy lifestyle. Many people underestimate the fact that the most important step to living a healthy lifestyle is being cautious of what types of food are being consumed. Just Sweat Fitness helps clients to better understand what they should and should not eat on a regular basis, leading to better results in a shorter period of time.

Personal Training Includes:

- ✓ Body Fat Assessment
- ✓ Weight/Strength Training
- ✓ Muscle Toning
- ✓ Weight Loss Management
- ✓ Cardiovascular Exercises
- ✓ Flexibility
- ✓ Sports Nutrition

GET FIT!

Just Sweat Fitness is located at 501A E. Main Street, Trotwood Ohio. Call for an appointment at 937.854.7027 or check them out on the web at www.justsweat.com

Are you in business or interested in starting a business
and need business financing?

ATTEND A FREE SBA SEMINAR

The Columbus District Office of the SBA, in conjunction with local libraries, is offering free seminars on how to obtain an SBA backed business loan. If you are interested in obtaining financing in the range of \$5,000-\$2 million, plan to attend. An SBA staff member will explain the programs that will fit your needs. You will receive information on how to find a lender and how to get a YES to your loan request.

Dayton Area Seminars

Date	Time	Library Name/Location
June 3, 2008	6:30 p.m. – 8:00 p.m.	Dayton Main Library, Dayton
June 11, 2008	6:30 p.m. – 8:00 p.m.	Brookville Branch, Dayton area

The seminar is free but registration is required. To register please call Robin at the SBA, 614.469.6860 x282, or register online at www.sbs.gov/oh/columbus/. Look under "spotlight" on the left side in the white area.

The support given by the U.S. Small Business Administration to this activity does not constitute an express or implied endorsement of any cosponsors or participant's opinion, products or services. All SBA programs or cosponsored programs are extended to the public on a nondiscriminatory basis. Reasonable arrangements for persons with disabilities will be made if requested at least 2 weeks in advance. Contact: Gary Allen, S. S. Small Business Administration, 401 N. Front Street, Suite 200, Columbus, Ohio 43215, phone 614.469.6860, ext. 229

Sales Arena No Place for Emotional Needs

Are you trying to get your emotional needs met during a sales call? On the surface, most salespeople would say, "No." But the truth is quite different. Let's take a look.

To which of the following can you relate?

- You want to be liked as much as, or perhaps more than you want to close the sale.
- You're not "assertive" enough with prospects.
- You link your self-worth to your sales success.
- You experience call reluctance, perhaps because of a fear of rejection.
- You find it difficult to deal with negative prospects.

To one degree or another all of these issues have to do with our concept of ourselves and our need for others to like us, be nice to us, or make us feel OK. If you want to make it to the top in sales, read this Sandler concept, memorize it, and say it to yourself every day: ***Sales is no place to get my emotional needs met; the purpose of sales is to go to the bank.***

Now let me qualify this for those who are thinking that I'm a cold hearted mercenary. I love the sales profession and I enjoy great relationships with my clients. Sales is a rewarding career; I enjoy the thrill of making the sale and then being able to provide a valuable service to my clients. Sales is also fuel for my life. It provides the income I want in order to live the life I want. In summary, I can get my financial and professional needs met in sales -- but **NOT MY EMOTIONAL NEEDS.**

Let's explore the "what" and "why" of our thinking in regards to emotions and sales. If you don't have someplace in your life where you know without a doubt you will receive unconditional love then you will probably end up looking for love in all the wrong places. For many people, that wrong place is sales. This is not as far fetched as it sounds.

I recently spoke with a young lady who was being treated poorly by a lot of her prospects. They talked down to her, criticized her prices, never gave definitive answers, and would not tell her where she stood with them. She felt like she was always in a subservient position to these prospects and had unwittingly bought into the notion that she needed to put up with this in order to make sales. The good news is that she was making a decent living but she knew she could be more successful and she knew she wanted to feel more comfortable in the sales process.

As we discussed her situation it came to light that she had grown up with a very critical, very demanding father. All of her life he criticized her appearance, her weight, her abilities, and her performance. She received no affirmation from the very man who should have provided the unconditional love that every child needs. Result: weak self concept, lousy self image, a belief system that says being abused during a sales call is OK, a high need for somebody to like her, an inability to ask tough questions for fear of upsetting the prospect, and an overall failure to be politely assertive. Bottom line? She's unwittingly trying to get her emotional needs met during her sales calls. All this from a woman who, on the surface, is professional, articulate, and attractive. How much more effective could she be if she adjusted her belief systems and had a suit of armor to protect her self-image during a sales call?

If you ever suffer from any of the sales maladies mentioned earlier, remember these rules to help you stay on task:

- Never become emotionally involved in a sales call.
- Selling is no place to get your emotional needs met.
- When prospects reject you, they're just saying no to your product.
- Having a lousy day in sales does not make you a lousy person.
- Don't confuse your self image with your sales role success.

If you want to be all you can be in sales, recognize that it is a great profession, but one that will put you on an emotional roller coaster if you let it. Stay off that wild ride by leaving your emotions in the car during your sales calls. If you do that, you'll experience fewer heartaches and more trips to the bank!

Submitted by Roger Wentworth, Sandler Sales Institute

City Wide Garage Sale June 12, 13, 14, 15—Permit is required; fee will be waived. A list of sale sites will be available at the City Administration Building one week before the sale. For information call 937.854.7227

Opportunity to Grow Your Own

Do you enjoy fresh flowers, fruits and vegetables? You can grow them right here in our community!

The City of Trotwood is working with residents to redevelop the site of the overgrown Little League field in Old Towne into a community garden and gathering place. There are opportunities for people of all ages to be involved by:

- ▶ Growing flowers, fruits, and/or vegetables on a plot of land
- ▶ Volunteering to help maintain and improve the community space
- ▶ Using the space for outdoor education programs
- ▶ Hosting community events in the space

Weekly classes are offered to help answer your questions and provide tips for successful gardening. For information contact Boyd Hastings at 266.3913, email boydhastings@yahoo.com or Carolyn Slott at 854.7226, email cslott@trotwood.org.

Upcoming Events

June 12-15

Citywide Garage Sale. Call 854.7227 for information

June 18

General Membership Meeting at noon, 4444 Lake Center Drive. Guest Jeannie Marshall, SOCA Representatives

August

Breakfast with the Mayor

November

Annual Dinner and Business of the Year



Salem Towing

Emergency Service 24/7
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Trotwood OH 45426
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