



# Chamber Connection

“Creating a Bright Future”

**Trotwood  
Chamber of Commerce**

**Volume 5 Issue 6  
June 2009**

## Executive Director's Notes

**Maria-Josephs Living Care Center** provided the venue and breakfast for our business network event, Friday, May 8. Representatives from the City, school, bank, food, manufacturing and conference center made a presentation on what their business, organization/company can provide to our community and the region. Special thanks to Trotwood City Manager, Mike Lucking; John Smith, Trotwood City Schools; Gary Fischer, Liberty Savings Bank; Donna Ryder, James Group Ohio (GM Distribution Center); Maggie Hart, Trotwood Cub Foods and Karen Wampler, Hara Conference Center. Those in attendance enjoyed a wonderful breakfast, networked with other business leaders, exchange business cards and acquired ideas on way to grow/improve their business. This was an excellent network opportunity for business leaders as well as the community.



Our next network breakfast is scheduled for **Friday, August 7** at Friendship Village.

## **FREE LUNCH!**

Are you a new member to the Chamber of Commerce? Are there benefits you are not taking advantage of? This workshop is just for you! Join us Thursday, June 11, 11:30 a.m. until 1:00 p.m., at Mercy Siena, 6105 N. Main Street. Learn about or refresh your memory on the benefits of Chamber membership and receive a free lunch! The workshop is sponsored by **Mercy Siena Retirement Community**.

Guest speakers include:

- Jeannie Marshall—Southern Ohio Chamber Alliance
- Patrick Williams—Hunter Consulting (Workers' Compensation)
- Angela Mulvaney—United Healthcare
- Denise Alcorn—Superior Dental
- Tony Gittings—Cintas

The workshop is sponsored by Huber Heights, Northmont, Trotwood, and Vandalia Chambers. To make your reservation call Trotwood Chamber at 937-837.1484.1484. Space is limited therefore we ask that you RSVP no later than June 5, 2009.

## **Golf Anyone?**

The Trotwood Chamber of Commerce is preparing for its first golf outing since 1998! The outing will be at Moss Creek Country Club, Monday, September 14, 2009. Proceeds from this event will help to support the Chamber's sponsored events such as State of the City Address, Business of the Year Annual Dinner, workshops, commitment to members and businesses as well as provide financial support to the various organizations in our region. Registration begins at 11:00 a.m., (lunch will be provided) with a shotgun start at 1:00 p.m., dinner will be served at approximately 5:30 p.m.

The entry fee and dinner are \$75 per person, you may enter individually or as a foursome; for dinner only, the cost is \$30 per person. We ask you to take the time to complete the sponsorship and player entry form in this newsletter and return it along with your check to Trotwood Chamber of Commerce, P. O. Box 26507, Trotwood OH 45426. If you are not available to play golf, perhaps you will donate an item for our raffle? We are a 501(c)6 organization and our Federal Tax ID Number will be provided upon request.

## 2009 Officers

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Ray Garner Realty

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## Board of Directors

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Karrie Toms  
Maria-Joseph Living Care Center

Karen Wampler  
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Marie Battle  
Executive Director

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# Chamber Connection

## Hole-In-One



## Win A Car!

**TROTWOOD CHAMBER OF COMMERCE  
GOLF OUTING  
MONDAY, SEPTEMBER 14, 2009**

**MOSS CREEK GOLF CLUB**

### SPONSORSHIP AND PLAYER ENTRY FORM

**(Please check One)**

- Sponsor Levels: \_\_\_\_\_ Grand Sponsor (\$1000 includes four entry fees)
- \_\_\_\_\_ Rams Sponsor (\$500 includes two entry fees)
- \_\_\_\_\_ Green Sponsor (\$250)
- \_\_\_\_\_ Tee Sponsor (\$100)

Name of Business: \_\_\_\_\_

Contact: \_\_\_\_\_ Phone # \_\_\_\_\_

E-mail: \_\_\_\_\_

Registration begins at 11:00 a.m. (lunch will be provided) Shotgun start at 1:00 p.m.

**Please register the following for golf and dinner @ \$75 each:**

Name \_\_\_\_\_ Phone No. \_\_\_\_\_

Total @ \$75 each \_\_\_\_\_

**Please register the following for dinner only @ \$30 each:**

Name \_\_\_\_\_ Phone No. \_\_\_\_\_

Name \_\_\_\_\_ Phone No. \_\_\_\_\_

Total @ \$30 each \_\_\_\_\_

Please make check payable to Trotwood Chamber of Commerce and mail to:  
Trotwood Chamber of Commerce  
P. O. Box 26507  
Trotwood OH 45426

**Deadline for registration is September 2, 2009, please contact Marie Battle at 937.837.1484**



Did you know that included with your Chamber membership, the following Southern Ohio Chamber Alliance (SOCA) Benefits may be offered to you and your employees?

- ◇ *Healthcare Benefits with United Healthcare (UHC)*  
Discounted premiums with up to 3% savings for companies with two or more employees
  - ◇ *Healthcare for One*—Individual health insurance
  - ◇ *Dental Care Benefits with Superior Dental Care (SDC)*  
Special benefit plans for Chamber members with two or more employees
  - ◇ *Workers' Compensation Group Program*  
Offered through Hunter Consulting & Corvel/MCO
  - ◇ *Prescription Drug & EyeMed Vision Discount Cards (free)*
  - ◇ *Hearing Aid Discount Program (free)*  
50—65% savings for Chamber members beneficial for all full and part-time employees
  - ◇ *Cintas Document Management*  
Confidential document destruction at special discounted prices
- For information on these benefits, contact Trotwood Chamber of Commerce at 937.837.1484.

### **Business Builder—Salespeople, Are Your Days Numbered?**

For many salespeople, their market landscape is changing. If you provide a product or service that fits specific, easily defined and needs and for which there are many competing suppliers, it is likely that buyers have begun to look at your products and services as “commodities” - items to purchase from the supplier who provides the most incentives or makes the most concessions. The “extra value” you and your company may be able to bring to the table will be ignored—if it’s even recognized—when the customer is intently focused on price or other concessions. On this landscape, it would be argued, salespeople will eventually become unnecessary! Customers will make purchases from catalogues or over the internet from the suppliers that have the best combination of lowest price, best terms, and fastest delivery.

For salespeople who must first analyze prospective customer situations, challenges, and goals and then develop custom solutions, the situation is quite different. In today’s economic climate, characterized by rapid change and accelerated growth of technology, companies are trying to accomplish more with less ... and in shorter periods of time. Those initiatives create more complex problems that require more complex solutions. These solutions often require a greater depth of knowledge about the challenge and potential solutions that the company possesses. **In these situations, salespeople who possess that knowledge are invaluable in helping the prospect fully analyze their situation and evaluate potential solutions.**

Selling opportunities for products and services that fit the “commodity” profile will not vanish. However, there will be fewer of them, and the rewards from those endeavors will likely be limited. Opportunities in the custom solutions arena, on the other hand, are growing. Salespeople who are willing to invest in time, energy, and effort to become experts about the challenges faced by the market they serve and potential solutions available will be better able to compete in this arena ... and be better compensated.

Submitted by Roger D. Wentworth, phone number 937.427.9720 or [www.rwg.sandler.com](http://www.rwg.sandler.com)

### **Member Focus—Residence in Praise Fine Arts Center**

Residence In Praise Fine Arts Center is a 501(c)3 nonprofit fine arts organization, which has been in existence for 11 years and counting. We provide professional lessons for students ages five to senior adults in: Music, Dance, Visual Arts, Theater and Creative Writing and service students from all over the Ohio Miami Valley.

Our students also perform in our many recitals and Broadway musicals in the surrounding communities. We are in collaboration and partnerships with various businesses and organizations that will aid in the success of our youth and adults in the arts. RIP provide artistic programs for the residents of Trotwood, Ohio and surrounding cities.

***Our Mission is to provide an avenue for youth and adults to discover, learn and improve their God given talents in the arts.*** Our ten member board of trustees represents a cross section of residents, youth, artists and various educated career professionals from surrounding cities. We are the only community based fine arts center that provides lessons in all of the arts discipline under one roof.

**We are located at 5 Stuckhardt Road, Trotwood OH 45426, phone number 937.854.3500.**

**Membership Renewal**  
Cincinnati Bell Wireless



**New members**  
DMG Flooring  
Professional Hair Designers (PHD)  
Residence In Praise Fine Arts



**Trotwood's City-Wide Garage Sale** is scheduled for June 11-14. Permits are required, however fees are waived. To sign up for a permit go to 3035 N. Olive Road, 2nd Floor. Should you have questions call 937.854.7227.

**Upcoming Events**

- June 11 11:30 a.m.-1:00 p.m.**  
Benefit Workshop
- June 11-14**  
Trotwood City-Wide Garage Sale
- June 16**  
Trotwood Handivan Golf Outing  
Larch Tree Golf Course
- June 17—noon**  
Chamber General Membership  
Sycamore Woods Lake
- August 7 –8:15-9:45**  
Network Breakfast-Friendship Village
- September 14– 1 p.m.**  
Chamber's Golf Outing  
Moss Creek Golf Course

**Flash Quick Copy**



We Copy Up a Storm!  
2572 Shiloh Springs Road  
Trotwood OH 45426  
Ph: 937.854.5648  
Fax: 937.854.7006

**Summit Towing, Inc.**



Over 65 Years in Dayton  
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Trotwood OH 45426  
Email: alheard@heardmgt.com

Ph: 937.837.5273  
Fax: 937.854.4342

**Life of Riley Landscape Services**



8089 Little Richmond Road  
Trotwood OH 45426  
Ph. 937.854.4433  
Fax: 937.854.3525

www.trotwoodchamber.com  
PH: 937.837.1484  
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Trotwood Chamber of Commerce



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