

# THE Voice

Official Publication of Grand Forks - East Grand Forks Chamber of Commerce

Vol 6 Issue 1

January/February 2010

# INSIDE



## Team GF: Going D1



### 8th Annual Grand Forks State of the City Address & Luncheon

By Mayor Michael R. Brown



Mayor Brown will talk about the past year and the opportunities that 2010 holds for our community to position itself as the best of the best.

**Wednesday, February 17, 2010 - \$15/person (includes lunch)  
Alerus Center - 11:30am - 1:00pm**

To register: Contact The Chamber at 772-7271, [info@gochamber.org](mailto:info@gochamber.org) or online at [www.gochamber.org](http://www.gochamber.org)

Limited seating, sign up soon. Registration deadline is 2/12/10

#### Corporate Sponsors



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City of Thompson    Nodak Electric    HB Sound & Light

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#### Mission Statement

*"The Chamber of Commerce creates an environment that encourages business success while enhancing the quality of life in our region."*

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Grand Forks, ND 58203  
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East Grand Forks, MN 56721  
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[www.gochamber.org](http://www.gochamber.org)



**Officers**

- Chair: Barb Schultz**  
Ideal Aerosmith, Inc.  
**Chair-Elect: Jim Galloway**  
JLG Architects  
**Past Chair: Rick Duquette**  
City of Grand Forks  
**Secretary: Chris Semrau**  
Ralph Engelstad Arena  
**Kent Hanson**  
NCTC  
**Bryan Lee**  
Gateway Storage  
**Barry Wilfahrt**  
The Chamber - GF/EGF

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- Thane Bergh** - American Federal Bank  
**Andy Byron** - United Valley Bank  
**Torrie Enget** - Best Buy  
**Scott Huizenga** - City of EGF  
**Brian Johnson** - Choice Financial  
**Phyllis Johnson** - UND  
**Curt Kreun** - GF City Council  
**Linda Pierce** - Crary Homes & Real Estate  
**Jim Richter** - EGF EDHA  
**Jim Satrom** - PS Doors  
**Tim Saylor** - Altru Health System  
**Steve Swanson** - AE2S  
**Klaus Thiessen** - GF Regional EDC  
**Jeff Westrem** - Hugo's  
**Jeff Wilson** - Vilandre Heating & AC  
**Matt Winjum** - Rhombus Guys

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**Colonel Donald Shaffer** - GFAFB

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Administrative Assistant  
info@gochamber.org

**President's Message**  
**Chamber Update**



**NW MN Intergovernmental Retreat set for February 12th**

The Chamber is sponsoring an intergovernmental retreat on February 12<sup>th</sup> aimed at sharing information between various government and business entities in NW MN. The event will be held at Shooting Star Casino in Mahnomen from 11:30 a.m. to 4:30 p.m. Business people are encouraged to attend.

Representatives from Polk County, the City of East Grand Forks, the EGF School District, EGF EDHA, and The Chamber will all give reports. Minnesota State Senator LeRoy Stumpf, Representative Bernie Lieder and the Minnesota Congressional Delegation have also been invited to participate. Leon Heath from the Northwest Regional Development Commission will facilitate the event. With so many budget issues facing Minnesota we expect some very good discussion.

Please let us know if you are planning to attend. Contact the chamber office at 701-772-7271 or info@gochamber.org. Refreshments are provided; buffet lunch is on your own.

**Business Needs Stability to Thrive**  
Business tends to thrive in a stable environment. As business people, we are used to dealing with changes in the market place, competition and traditional economic cycles. What is hard to adjust to and even harder to predict, are the regulatory changes that have been made and are on the horizon in Washington.

In a meeting with Congressman Pomeroy recently, we talked about how the many pieces of the stimulus package, financial regulatory changes and the new health care bill will impact what he called the "fundamental cost factors of doing business." I was impressed that he was very sensitive to this. Each time Congress makes a change these cost factors are affected, often times without a clear indication of how dramatic the change will be. The result is business uncertainty. Uncertainty leads to caution and risk aversion which tends to slow investment and economic growth.

Much of what Congress has done has been needed. However, doing too much too fast; like tackling cap and trade, the employee free choice act, an immediate additional stimulus package will almost certainly seriously affect fundamental cost factors and add to uncertainty. Both are bad things for business.

At this point in time it would seem prudent to take more of a Red River Valley conservative approach and let some of the many "fixes" that have been made really take effect before making even more changes. Message to Congress is slow down and give business some time to adjust.

**MN Business Day at the Capitol March 10<sup>th</sup>**

Join an East Grand Forks Business Day delegation in St. Paul on March 10<sup>th</sup>. Chamber President, Barry Wilfahrt will be leading the East Grand Forks group to St. Paul where they will meet with local legislators LeRoy Stump and Bernie Leider. The group will also participate in a business briefing and meet with business people from across Minnesota. Contact the Chamber office to find out more about participating.

*Barry Wilfahrt*

**Chamber Announces 2010 Plan of Action**

Chamber Board Chair Barb Schultz presented the the 2010 Chamber Plan of Action at The Chamber's Annual Meeting in January.

Connecting with the membership through involvement and doing what is relevant and of value to them will be the theme for 2010. Please look for your copy in the February Chamber Express.

All members are encouraged to take a few minutes to see what The Chamber is planning for 2010. Members are encouraged to contact the staff about getting more involved or with any questions they have about the planned programs for 2010. It is going to be a great year!

# 2010 Chamber Leadership



2011

**Barb Schultz**  
Ideal Aeromith  
Chair



2012

**Jim Galloway**  
JLG Architects  
Chair Elect/Treasurer



2010

**Rick Duquette**  
City of GF  
Past Chair



2011

**Chris Semrau**  
REA  
Vice Chair/Secretary



2012

**Bryan Lee**  
Gateway Storage  
Vice Chair



2010

**Kent Hanson**  
NCTC  
Vice Chair



**Barry Wilfahrt**  
The Chamber - GF/EGF  
President/CEO



2010

**Thane Bergh**  
American Federal Bank



2010

**Andy Byron**  
United Valley Bank



2010

**Torrie Enget**  
Best Buy



2010

**Scott Huizenga**  
City of EGF



2012

**Brian Johnson**  
Choice Financial



2011

**Phyllis Johnson**  
UND



2010

**Curt Kreun**  
GF City Council



2011

**Linda Pierce**  
Prudential-Crary Real  
Estate



2010

**Jim Richter**  
EGF Ec. Dev. Housing  
Authority



2010

**Jim Satrom**  
PS Doors



2011

**Tim Saylor**  
Altru Health System



2010

**Steve Swanson**  
AE2S



2010

**Klaus Thiessen**  
GF Region EDC



2012

**Jeff Westrem**  
Hugo's



2010

**Jeff Wilson**  
Vilandre Heating & Air  
Conditioning



2012

**Matt Winjum**  
Rhombus Guys



**Col. Donald Shaffer**  
GFAFB Commander  
Sr. Military Advisor to the Board

\* Dates represent board  
retirement year



# Welcome New Members

### **Jeff Jensen**

Individual Membership

### **Davis Landscaping LLC**

Chris Davis

5515 University Ave  
Grand Forks, ND 58203  
701-741-6484

[chris@davislandscapellc.com](mailto:chris@davislandscapellc.com)  
[www.davislandscapellc.com](http://www.davislandscapellc.com)

Davis Landscaping is a full service landscape construction and maintenance company. We specialize in residential design and installation of irrigation systems and custom landscaping. In addition, we provide lawn care and maintenance services to the greater Grand Forks region.

### **Keller Williams – Linda Bunde**

1604 S Washington St Suite 101  
Grand Forks, ND 58201  
701-740-7417

[msbunde@yahoo.com](mailto:msbunde@yahoo.com)  
[www.lindabunde.com](http://www.lindabunde.com)

### **Merrill Lynch**

Rick Mercil

2650 32<sup>nd</sup> Ave S Suite O  
Grand Forks, ND 58201  
701-775-5804

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

Merrill Lynch is a premier wealth management service provider in Grand Forks. The office of Merrill Lynch has five Financial Advisors and two Client Associates. Two of the Advisors: Rick Mercil and Chad Detienne have been recognized by Barron's as the Top Financial Advisors in the State for 2009. Mike Elsberry holds a CFP (certified financial planner) and all employees hold a Chartered Retirement Planning Counselor designations from the College of Financial Planning. The local office has been recognized consistently for its continued growth, exceptional service and clean compliance record. The Advisors provide solutions for; small business owners, families, individual investors and non-profit organizations. The office manager is Rick Mercil.

### **National Property Inspections –**

#### **Tim Brown**

3589 Norkota Ct  
Grand Forks, ND 58201  
218-791-7150

[timbrown@npidakmin.com](mailto:timbrown@npidakmin.com)  
[www.npiweb.com/tbrown](http://www.npiweb.com/tbrown)

National Property Inspections will provide you with a thorough unbiased, detailed, confidential and professional inspection of your property, weather that is your home or a commercial building, weather you're buying or selling property, an inspection provides peace of mind as you make purchasing decisions. NPI offers a full menu of inspection services to both residential and commercial clients. Our most popular inspections include new construction, existing residential and commercial buildings, multi-units, condos, manufactured homes, pre-listing inspections and 11 month inspections where new home warranties are about to expire.

### **Boldmethod, LLC**

Aleks Udris

667 DeMers Ave Suite 1001  
Grand Forks, ND 58201  
701-775-8608

[aleks@boldmethod.com](mailto:aleks@boldmethod.com)  
[www.boldmethod.com](http://www.boldmethod.com)

BoldMethod, LLC supplies interactive courseware and software development for a variety of industries, with emphasis on aviation and procedural systems. Their products are used for internal and external training, as well as product marketing. BoldMethod is based in Grand Forks, North Dakota.

### **A-Pink Enterprises**

Folake Olumide  
817 Duke Dr  
Grand Forks, ND 58201  
701-213-6836

[apinkenter@gmail.com](mailto:apinkenter@gmail.com)  
[www.apinkenterprises.com](http://www.apinkenterprises.com)

A-Pink Enterprises is a promotional products specialty company offering personalized items for businesses and individuals. We also offer a wide ensemble of social stationery for your corporate and social events.

### **AT & T**

1410 Telford Dr  
Liberty, MO 64068  
816-781-9955

[ec1315@att.com](mailto:ec1315@att.com)  
[www.att.com](http://www.att.com)

AT&T is a premier communications company offering the world's most advanced IP-based business communications services; the nation's fastest wireless 3G network and leading high speed Internet access and voice services. In 2009, AT&T again ranked No. 1 in the telecommunications industry on *FORTUNE*® magazine's list of the World's Most Admired Companies.

### **JC Penney**

Kevin Flynn

2800 S Columbia Rd  
Grand Forks, ND 58201  
701-746-4521

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

JCPenney is one of America's leading retailers, operating throughout the United States and Puerto Rico. We have the largest apparel and home furnishing sites on the Internet, [jcp.com](http://jcp.com), and the nation's largest general merchandise catalog business. Across our integrated enterprise, JCPenney offers a wide array of national, private and exclusive brands which reflect the Company's commitment to providing customers with style and quality at smart prices.

### **Nodak Mutual – Deb Kolling**

Deb Kolling

1123 N 42<sup>nd</sup> St  
Grand Forks, ND 58201  
701-772-7285  
701-740-1195

[dkolling@nodakmutual.com](mailto:dkolling@nodakmutual.com)  
[www.debkolling.com](http://www.debkolling.com)  
[www.nodakmutual.com](http://www.nodakmutual.com)

*Deb has been in the insurance industry for the past 6 years and is new with Nodak Mutual. She sells and services home, auto, farm, business, life, disability, health ect insurance.*

## Thank You for Renewing Your Membership

*The following businesses know the value of their Chamber Membership and have renewed their membership in The Chamber - GF/EGF. Please visit them for your purchasing needs.*

### **Humana**

1611 Alderson Ave  
Billings, MT 59105  
406-238-7130  
[gtovar1@humana.com](mailto:gtovar1@humana.com)

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

*Humana's unique approach – from plan designs to consumer guidance – changes the way consumers choose and use healthcare. Throughout our organization, Humana associates and leaders are dedicated to delivering value to customers, members, and shareholders. Humana offers a range of products and services in addition to group health insurance. Our business units serve the military, individuals, seniors, and many others. We also offer specialty products, including dental coverage.*

### **Dakota Software Inc**

Brian Wurzbacher  
2303 S Washington  
Grand Forks, ND 58201  
701-402-2280  
[info@daksoftware.com](mailto:info@daksoftware.com)  
[www.daksales.com](http://www.daksales.com)

*Computer sales, software development, IT services, free email hosting, and web development/hosting*

### **Mr Sandless North Dakota**

Brian Opdahl  
609 Plain Hills Dr  
Grand Forks, ND 58201  
701-757-2040  
[northdakota@mrsandless.com](mailto:northdakota@mrsandless.com)  
[www.mrsandless.com](http://www.mrsandless.com)

*Mr. Sandless Grand Forks is now Mr. Sandless North Dakota serving all of ND and NW MN. Mr. Sandless is a franchise business based out of Philadelphia and the local franchise is independently owned by Brian Opdahl. Mr. Sandless is the "Green, non toxic, kid and pet safe" floor refinishing system that uses its own water based solutions and finish products to clean and refinish all kinds of floors from real wood to laminate, manufactured flooring, tile, terrazzo, marble, etc. There is no dust released into the air because there is no sanding involved. To see some of our results go to [mrsandless.com](http://mrsandless.com).*

1st Liberty Federal Credit Union  
1st Realty-Jerry Youngberg  
5-Star Collision & Glass Center  
A & L Siding & Home Improvement Center  
Achieve Therapy LLC  
AFLAC  
Alltel Business Solutions - 32nd Ave. S  
Altru Health System - Hospital  
American Cancer Society/Relaty for Life  
American Federal Bank - GF  
AmericInn Motels & Suites  
Anderson Brothers Auto Body Shop  
Applebee's  
Aurora Clinic  
BNSF Railway Company  
C&R Cleaners & Laundry  
Cabela's  
Camrud, Maddock, Olson & Larson Ltd  
Candle Bin, The  
Cariveau, George A Business Consultant  
CD Communications  
Choice Financial - S. Washington  
Citizens Community Credit Union  
Citizens Community Credit Union-WalMart  
City of East Grand Forks  
Columbia Liquors  
Comfort Inn  
Community Contractors, Inc.  
Community Foundation of GF, EGF & Region  
Conlin's Furniture  
Crary Homes & Real Estate - Linda Pierce  
Culver's of GF  
Dakota Fire Protection  
Dakota Sales/Budweiser  
Dakota Supply Group  
Daydreams Specialties  
Dean Foods NC, Inc./Land O'Lakes

Deaton's Mailing Systems, Inc  
Denny's  
Dex Media  
East Grand Inn  
Economic Development Housing Authority  
Economy Plumbing, Inc.  
EGF Blue Line Club  
El Roco Nightclub & Bottle Shop  
Fert-L-Lawn  
Forks Lath & Plaster  
Forum Communications Printing  
Frandsen Bank & Trust (EGF)  
G.W. & Sons Construction, Inc.  
Gaffaney's  
Gerrells Sports Center/Hockey World  
GF Board of Realtors  
GF Country club  
GF County Agencies  
GF Public Schools  
GGF Senior Citizens Assoc., Inc  
Girl Scouts - Dakota Horizons  
Global Safety Network  
Grand Forks Center for Sleep  
Greenberg Realty - Tammy Howard  
Greenberg Realty - Rita Schuster  
GuestHouse International  
Hardware Hank  
Harmon Glass Doctor  
Heyer Engineering P.C.  
Hugo's #3  
Hugo's Wine & Spirits  
Independent School District #595  
Ink Doctor  
Integra Telecom  
J&G Landscaping  
J.R. Simplot  
Jenny Craig Weight Loss Centre  
Joe Black's  
Kadmas, Lee & Jackson, Inc.  
Keith's Security World  
Kingsbury Applied Economics  
Kochever, Ron  
Lakeview Inn & Suites

*Continued on pg. 10*



Holiday Inn Express  
Business After Hours



Silent Auction at Annual Dinner



Annual Dinner



Annual Dinner at Alerus Center  
Eggstravaganza



Gorden Caldis - Henry  
Havig Award Recipient



Annual Dinner





**A Month in Pictures**



**Annual Dinner -  
Gov. Hoeven, Guest  
Speaker**



**Holiday Inn Express  
Business After Hours**



**Gerry Joyce - Henry Havig Award  
Recipient**



**Annual Dinner at Alerus Center**



**Annual Dinner at Alerus Center**

## Peabody Joins REA Board of Directors

**Bob Peabody** has joined the Ralph Engelstad Arena Board of Directors.



Peabody is the owner of Lumber Mart which he has operated since 1983. He spent eight years on the East Grand Fork City Council, six as President. Peabody served as President of the East Grand Forks and Grand

Forks Chamber of Commerce, been a past board chair of United Hospital and Altru Health Systems and is currently a board member of U.S. Bank, Grand Forks. Peabody was also a member of the 1959 UND men's ice hockey NCAA national championship team."

## EAPC Hires Todd Jelinski

**Todd Jelinski**, AIA, has been hired as senior project architect at EAPC Architects & Engineers. His current role at EAPC is to provide production management for the firm. He is a 1992 graduate of



NDSU and most recently worked for Opus Architects and Engineers out of Minneapolis. Todd is a member of the American Institute of Architects and National Council of Architectural Registration Boards. He

comes to EAPC with over 16 years of design experience, including work in educational, governmental and commercial projects as well as corporate and religious facilities. His prior experience also includes work for DLR Group (Minneapolis), Shoen Associates and Hunter Grobe Architects/Planners. He has a professional license in North Dakota and Minnesota.

## EAPC Project Selected as Outstanding Design

An EAPC project has been selected to appear as an Outstanding Design in the 2009 American School & University Architectural Portfolio, the premier showcase celebrating the best in education design. Bismarck State College's National Energy Center of Excellence (NECE) was selected as one of the 178 projects to be profiled in the November Architectural Portfolio issue of American

School & University. An annual competition honoring education design excellence, the Architectural Portfolio spotlights projects representing some of the most effective learning environments in America.

The National Energy Center of Excellence is a \$3 million new facility that houses the college's energy programs. The NECE enhances training and education opportunities in key areas directly related to the energy industry and serves as a 'one-stop training and education shop.' The building has a variety of purposes including classrooms, learning labs and administrative offices. The NECE is designed to meet the requirements of Silver-level LEED Certification.

## Issendorf Joins Flint Group

**Libby Issendorf** has joined the Flint Group as a digital strategist and will work with clients in all Flint locations to develop and implement social media strategy across all brands.



Specializing in paid online media strategy and tactical executions, Issendorf has experience in blending traditional media planning and new media strategy. She has worked extensively with the most popular social

platforms such as Facebook, Twitter and others.

Before joining Flint, Issendorf was a media analyst at Campbell Mithun, where she led the development of the agency's social media team, working with a variety of clients including Hamburger Helper, Famous Footwear, H&R Block and the Greater Twin Cities United Way.

She is a graduate of the University of Minnesota in the Twin Cities and has a B.A. degree in both English and strategic communication.



**Angie Laxdal** has been hired as an account coordinator. She will assist with planning, coordinating and executing a variety of projects for the Grand Forks office.

A native of Crystal, N.D., Laxdal is a graduate of North Dakota State University in Fargo, with a B.S. degree in public relations and advertising and a minor in journalism. While at NDSU, Laxdal managed the advertising department of the campus newspaper and completed a non-profit event planning internship.

She and her husband, Kelby, live in Grand Forks

## Winjum Named Entrepreneur in Residence

The Entrepreneurship Department at the University of North Dakota is pleased to



welcome **Matt Winjum** back as "Entrepreneur-in-Residence" for a second semester.

Winjum also co-owns Rhombus Guys in Grand Forks and was named 2009 SBA Young Entrepreneur of the Year

along with fellow Rhombus co-owner, Arron Hendricks. Using his experience as a successful, local business owner, Matt teaches a class called "Imagination, Creativity & Entrepreneurial Thinking" on campus this semester.

## Spring Career Fair

The University of North Dakota Career Services would like to invite you to our 2010 Spring Career Fair

We believe UND's Spring Fair is an excellent opportunity for employers to connect with students for Full-time degree positions or Cooperative Education/Internship opportunities. Students from all Majors and Grade Levels are invited to attend.

Date: **Tuesday, February 9, 2010**

Time: **Noon - 5:00pm**

Place: **UND Wellness Center**

Cost: **Booth space, lunch for two and afternoon snacks/beverages is \$200.00**

On-line registration is now available at [www.career.und.edu](http://www.career.und.edu) Contact: Lynn Lee at 777-3905 for more information

## Johnson Named COO of Choice Financial

The board of directors of Choice Financial Group named **Brian Johnson** as chief operations officer at its December meeting.



# Chamber News



Johnson has been with the company since 1999, and was named president of the bank's Walhalla, N.D. location in 2001. He has also held the position of chief credit officer, and most recently served as market president for the bank's two locations in Grand Forks, N.D. Johnson is also a member of the company's board of directors, senior credit committee, and executive management team.

"Mr. Johnson has played a key role in the ongoing growth and success of our company," states Lynn Paulson, Choice Financial chief executive officer. "With his energy, passion and unmatched commitment to his customers, we have experienced significant growth and kept our Midwestern roots at the core of our business."

Johnson, a native of Walhalla, N.D., graduated from Jamestown College with a business management and economics degree. He was recently named to the Grand Forks-East Grand Forks Chamber of Commerce board of directors and was named a Rising Star by *Northwestern Financial Review* in 2006. He and his family reside in Grand Forks.

## Frandsen Bank & Trust Milestone Anniversaries

Frandsen Bank & Trust, a leading provider of banking products and services though out the Red River Valley, is happy to announce the 2009 milestone anniversaries of its most important resource: employees.

### 35 years

**Audrey Thompson** is an Assistant Vice President in Consumer Loans with Frandsen Bank & Trust in East Grand Forks. Thompson joined Frandsen (then Community National Bank) in 1974 as a Teller. She has held a number of positions within the bank including Loan Support and Consumer Loan Officer.

### 30 years

**John E. (Jack) Robertson** is the Market President of Frandsen Bank & Trust's East Grand Forks office. Robertson began his career with Frandsen (then Citizen's State Bank), in September of 1979 as a Loan Officer. He was promoted to Vice President and later to Senior Vice President.

### 25 years

**Nan Larson** is a Vice President in Real Estate and Consumer Loans with Frandsen Bank & Trust in the East Grand Forks office. Larson joined Frandsen (then Citizen's State Bank) in

September of 1984 as a Teller. She has held a number of positions within the bank including Branch Manager, Loan and Operations Officer.

### 20 years

**Corey Cleveland** is a Senior Vice President in Commercial Loans with Frandsen Bank & Trust's Grand Forks office. Cleveland began his career with Frandsen (then Community National Bank) in September of 1989.

### 15 years

**Cindy Korynta** is a Loan Processor in the Grand Forks office.

**Cheryl Fugleberg** is a Loan Processor in the Grand Forks office.

### 10 years

**Jody Strande** is a Loan Processor in the East Grand Forks office.

**Lynne Heffernan** is a Customer Service Representative in the East Grand Forks office.

### 5 years

**Nadine Rood** is a Loan Officer in Real Estate Loans in the Grand Forks office.

**Amber Helt** is a Financial Services Coordinator; she is located in the East Grand Forks South Point office.

**Jacquelyn Lamberson** is a Universal Teller in the East Grand Forks South Point office.

**Shana Halstad** is a Universal Teller in the Grand Forks University Village office.

**Ron Kuznia** is an Assistant Vice President in Commercial Loans in the East Grand Forks office.



Jody Strande



Lynne Heffernan



Nadine Rood



Amber Helt



Jacquelyn Lamberson



Shana Halstad



Ron Kuznia

## Grasser Joins AE2S

AE2S (Advanced Engineering and Environmental Services, Inc.) has hired **Jordan Grasser** as a Design Engineer in



its Grand Forks, ND office. Jordan is a native of Grand Forks, ND and earned his Master of Science and Bachelor of Science Degrees in Chemical Engineering from the University of North

Dakota in Grand Forks, ND. Prior to joining AE2S, Jordan worked for SUNRISE Renewables, Inc. as a Process Design Engineer where he performed process vessel sizing, process design, and process optimization.

At AE2S, Jordan will initially be part of the design team working on the \$14.6 million Water Treatment Plant Improvements Project for the City of Valley City, ND. His role in the project will include the development of a hydraulic profile for the new plant configuration, process piping layout for the raw water and membrane drain systems, and chemical feed systems and finished water piping layout.



Audrey Thompson



Jack Robertson



Nan Larson



Corey Cleveland



Cindy Korynta



Cheryl Fugleberg

A Chamber & SCORE Brown Bag Seminar

# **Top 10 Killer Sales Mistakes**

## **PLUS - 5 Sure Fire Prospecting Tips/Tools**

You know your products and/or services are wonderful,  
but....

You know you are targeting the right audience, but....

You know your advertising is effective, but....

**WHY ARE SALES SO LOW????**

Attend this session to learn how you and your sales staff can avoid common mistakes made every day by new and yes, even seasoned sales people. You can do everything right to get that customer to your door but if you can't close the deal, you have wasted your effort. Too often we overlook common sense applications in how we approach selling.

Register today to learn about the Top Ten Killer Sales Mistakes and start increasing your sales immediately!  
**PLUS 5 Sure Fire Techniques That Work!**

**Wednesday, February 24, 2010**  
**11:30am – 1pm**  
**The Chamber**  
**Lunch is provided**  
**\$20/members**  
**\$30/ non-members**

This brown bag is presented by:

**Linn Hodgson**

**Account Manager - Ad Monkeys**

**09 ND SBA Journalist/Business Advocate of  
the Year**

To register, contact The Chamber at 772-7271 or  
info@gochamber.org.

Reservation deadline is February 23rd.

Seating is limited, sign up soon.

*Reservations not cancelled 3 business days prior to the  
event will be billed.*

*Renewals Continued from pg. 5*

Liberty Business Systems, Inc.  
McDonald's Columbia Mall  
McDonald's Gateway Drive  
McFarlane  
MeritCare Clinic  
Midcontinent Communications  
Midwest Coca-Cola of GF  
Modern Information Systems, Inc.  
Nissan Honda of GF  
Norby's Work Perks  
North Dakota University System  
Northern Bag and Box Company  
Northland Community & Technical College  
P D Sproule  
Pepsi Americas, Inc.  
Peterson Veterinary Clinic  
Philadelphia Macaroni Company  
Polk County DAC  
Praxis Strategy Group  
PS Doors  
RSVP - Your Invitation to Serve  
Ramada Inn  
Riddle's Jewelry  
Right Choice Electric, Inc.  
Ryan Potato Company  
Sacred Heart Catholic Schools  
Sam's Club  
Sanders 1907  
SCORE - Service Corp of Retired Executives  
Shooting Star Casino  
Simplex Grinnell LP  
Stay & Play Pet Resort  
Stennes Funeral Home  
Stone's Mobile Radio, Inc.  
Strata Corporation  
Swingen Construction Company  
Taco John's  
Tanabe, Curtis DDS  
The Exponent  
Top Quality Motors  
UND Athletic Department  
Valley Oral & Facial Surgery  
Vreeland Remodeling, Inc.  
Waste Management  
Webster, Foster, and Weston  
Workwrite  
Xcel Energy  
YMCA Family Center  
Zimney, Foster, P.C.





## Hosted by **NorthStar Telcom**

(2100 S. Columbia Rd)

Thursday, February 18, 2010

4:45pm - 7:00pm

Hosted by:



### **Free Admission**

Complimentary Hors d'oeuvres and beverages ~ Great Door Prizes ~ Progressive cash drawing is at \$800! ~ NO RSVP Needed

NorthStar Telcom invite all Chamber Members and employees to their exciting Business After Hours. Stop by and enjoy the great food and fun. Take advantage of great networking opportunities while you are there. You might even win \$800 in our progressive cash drawing! We'll draw the name of one Chamber Member business. If someone from that business is present, they win!

*Business After Hours is a great time to network, catch up with friends, coworkers and clients in a fun and casual way. Spread the word and plan to attend the next Business After Hours.*

### **32,350+ Webpage Views in One Month!**

www.gochamber.org lists all our Chamber members and people are finding you there! Some of the categories visited and number of views received from January 1st to February 2nd were:

Abstractor/Architects/Engineers	2742
Hotels & Motels	2164
Contractors & Construction	1963
Financial Institutions	1746
Restaurants	1725
Realtors	1587
Insurance Agencies	1074
Attorneys	908
Automotive Supplies & Service	612
Non Profit Organizations	511

### **Member Referrals Made By The Chamber In 2010:**

# 82

**Total for January: 82**

### **Certificates of Origin Signed By The Chamber In 2010:**

# 0

**Total for January: 0**

### **New Resident Packets Distributed By The Chamber In 2010:**

# 40

**Total for January: 40**

## Chamber Calendar February 2010

### **February 2**

7:30 a.m. Small Business Committee Meeting (Aaltos)

### **February 3**

12:00 p.m. Athena (Blue Moose)

### **February 4**

7:30 a.m. MAC Executive Meeting (COC)

### **February 9**

7:30 a.m. Agribusiness Meeting (Aaltos)

12:00 p.m. Adult Leadership (Tavern United)

4:30 p.m. CATS Meeting (COC)

### **February 10**

7:30 a.m. BGEA (COC)

### **February 11**

8:00 a.m. MAC (COC)

### **February 12**

11:30 a.m. EGF Intergovernmental Retreat (Shooting Star Casino)

### **February 15**

11:30 a.m. Ambassadors (Italian Moon)

### **February 17**

7:30 a.m. Finance Committee Meeting (COC)

11:30 a.m. Mayor's State of the City (Alerus)

### **February 18**

7:30 a.m. Executive Committee Meeting (COC)

4:30 p.m. Business After Hours (NorthStar Telcom)

### **February 24**

11:30 a.m. Brown Bag Seminar

### **February 25**

7:30 a.m. BOD Meeting (COC)

## ATHENA Nominations Now Being Accepted

Nominations are currently being accepted for the 6<sup>th</sup> Annual Grand Forks Regional ATHENA Award that is presented annually by chambers of commerce, women's organizations and universities around the world. The award is established through local host organizations in partnership with ATHENA International's national underwriters, local businesses and individual sponsors. The Grand Forks Regional ATHENA Award is brought to the Grand Forks area by The Chamber-Grand Forks/East Grand Forks and Rydell GM Auto Center.

ATHENA Award Recipients are individuals who:

- ~A man or woman who demonstrates excellence, creativity, and initiative in their business or profession.
- ~Provides valuable service by contributing time and energy to improve the quality of life for others in the community.
- ~Actively assists women in realizing their full leadership potential.



Past ATHENA Award recipient are:

- 2009- Debbie Swanson
- 2008- Bonnie Peterson
- 2007- Lillian Elsinga
- 2006- Melanie Popejoy
- 2005- Kris Compton

The application is available online at [www.gochamber.org](http://www.gochamber.org). Deadline for nominations is Friday, April 9, 2010 at 4:30 p.m. delivered or mailed to The Chamber.

## This Space available for your Advertisement

Reach a targeted audience of the area's business community.



Contact Lisa at [lisas@gochamber.org](mailto:lisas@gochamber.org) or 772-7271 to find out how easy and affordable it is to place your ad in The Voice - The Chamber's official monthly publication.