

# THE Voice

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

Vol 5 Issue 7

July 2009



**July 31, August 1 & 2, 2009**  
**LaFave Park, Downtown EGF**  
**FREE ADMISSION**



**FRIDAY ACTIVITIES: Gates open 5pm – 8:00pm**

Food Vendors & Beer Garden  
 Caps, t-shirts, button, etc. for sale  
 Tournament Meeting – 7:00pm  
 How to handle fish – Aquatic Nuisances by ND Game & Fish  
 Event MC - Ernie the Angler



**SATURDAY ACTIVITIES: Gates open 11:00am – 8:00pm**

Food Vendors & Beer Garden  
 Caps, t-shirts, buttons, etc. for sale  
 Cats Incredible Fishing Tournament – Day 1  
 Cat's Incredible Altru/YMCA ½ Marathon/5k Walk/Run – 8am  
 Games Galore Inflatable games for kids  
 Young Professionals/Hugo's "Beans on the Bank" Chili Challenge -  
 Judging & \$5 Sampling at 1pm – Awards at 3pm.  
 Caricature Artist from 1pm – 4pm  
**Cold Shot Band (formerly Deliverance) – Appearing Live 6pm – 8pm**  
 EGF Police Officer's Association Raffle Drawing – 7pm



**SUNDAY ACTIVITIES: Gates open 12noon – 8pm**

Food Vendors & Beer Garden  
 Caps, t-shirts, buttons, etc. for sale  
 Cat's Incredible Fishing Tournament – Day 2  
 Games Galore Inflatable Games for kids  
 Team Hobby Town Remote Airplane & Car Demonstration 11am – 4pm  
 Kalenze, Baglien, Thompson & Ryan – Live Music from 2pm – 4pm  
 Strolling Magic and Balloon Sculpting 1pm – 4pm  
 Red River Valley Gymnastics Acro Team – 2pm  
 Cat's Incredible Tournament Awards – 6pm



Page 2  
 Some Say "Risk", The Chamber Says "Investment"

Page 3  
 Wake Up to UND Breakfast

Page 5  
 Local Business People Receive Awards

Page 6 & 7  
 A Month In Pictures

Page 8  
 Business Briefs

Page 10  
 July Brown Bag Seminar

Page 11  
 July Business After Hours &

Page 11  
 22 Networking Tips

**Mission Statement**

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

202 N. 3rd Street  
 Grand Forks, ND 58203  
 PO Box 315  
 East Grand Forks, MN 56721  
 (701)772-7271  
 (701)772-9238 Fax  
 info@gochamber.org  
 www.gochamber.org

**Sponsors**



**Officers**

**Chair: Rick Duquette**

City of Grand Forks

**Chair-Elect: Barb Schultz**

Ideal Aerosmith, Inc.

**Past Chair: Jerry Youngberg**

First Realty of GFF

**Secretary: Scott Roche**

Great Plains Financial Group

**Chris Semrau**

Ralph Engelstad Arena

**Thane Bergh**

American Federal Bank

**Barry Wilfahrt**

The Chamber - GF/EGF

**Directors**

**Pat Berger** - United Way of GF/EGF

**Andy Byron** - United Valley Bank

**Jim Galloway** - JLG Architects

**Kristi Hall-Jiran** - CVIC

**Kent Hanson** - NCTC

**Jeff Jaspersen**- Canad Inns

**Curt Kreun** - GF City Council

**Sonia Lajimodiere** - The Lighting Gallery

**Bryan Lee** - Gateway Storage

**Monica Musich** - Valley Dairy Stores

**Linda Pierce** -Crary Homes & Real Estate

**Jim Richter** - EGF EDHA

**Tim Sayler** - Altru Health System

**Steve Swanson** - AE2S

**Klaus Thiessen** - GF Regional EDC

**Sr. Military Advisor to the Board**

**Colonel John Michel** - GFAFB

**Staff**

**Barry Wilfahrt**

President/CEO

barry@gochamber.org

**Lisa Swanson**

Vice President of Operations

lisas@gochamber.org

**Jennifer Walsh**

Membership Relations Director

jenniferw@gochamber.org

**Corrina Sachno**

Program Coordinator

corrinas@gochamber.org

**Carla Younce**

Finance Director

carlay@gochamber.org

**Shannon Baker**

Administrative Assistant

**President's Message**

**Some Say "Risk", the Chamber says "Investment"**



Every month local media can't wait for the latest Alerus Center financial report. While monitoring finances on a monthly basis is clearly important, concentrating on month-to-month operating expenses is just a fraction of the story and somewhat short sighted. Booking major concerts and events are inherently risky and everyone is not a moneymaker for the venue. However, the direct, indirect and induced impacts of the Alerus Center and its sister venue the Ralph Engelstad Area are huge for the Grand Forks/East Grand Forks Business Community. This "risk" is really an "investment" in the growth and prosperity of our community.

We should be more concerned if the Alerus and REA were not taking some measured "risks" and trying to push the envelope to bring in the biggest and best events possible to maximize the use of the Northern Valleys two biggest venues.

Both the Alerus and the Ralph have been very aggressive in recent years. While not every event has been a huge financial success for the venue, every event has been an overall success when the impacts on the community are considered.

The business community needs to vigorously support both of these community icons and help the broader community understand taking some risk is really an investment in the future of our community.

*Barry Wilfahrt*

**Summer Intern at The Chamber - GF/EGF**

My name is Sarah Barry and I have been interning for the Chamber since the beginning of June. I am a



senior at UND majoring in management. I took my LSAT this June and plan to attend law school at UND next fall. In my free time I like to hang out with my Delta Gamma sorority sisters, play with my new puppy Lexi, and go to the lake with my family.

I have been working on a variety of projects at the Chamber, and have been enjoying the broad range of work I get to do. I have been working on gathering information for the MAC committee to focus on the more modern needs of the Air

Force Base and to create a stronger line of communication between the military and the community.

I have also been working on updating information for alumni of the Leadership Training Program so we can create a database of information to connect people in the community looking for volunteers and those alumni who are looking to volunteer. This will provide graduates of the leadership class opportunities to succeed through community involvement.

Another project I have been working on is updating the information for the Community Profile/Membership Directory so the data in the guide will be current and relevant when it is printed.

## 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.*

1st Realty  
Aaron's Sales & Lease  
AFLAC - Joe Patocka  
Americinn Motels & Suites  
Anytime Fitness  
Botsford & Qualey Land Co.  
Business Specialties, CPAs  
Cariveau, George A. Business Consultant  
Century 21, Red River Realty  
Century 21 - Cheryl Tupa  
Crary Homes & Real Estate - Mary Adams  
D.J. Burris Quality Carpet Cleaning  
Decorating Concepts & Design  
Diamond Lounge

East Grand Inn  
GFAFB 319th Force Support Squadron  
Home Place Thrift Store  
ICON Architectural Group  
Insure Forward  
Italian Moon Pizza & Restaurant  
Medicap Pharmacy  
Midwest Supply  
ND Museum of Art  
River Cities Speedway  
Snap Fitness  
Wendy's  
Wendy's - 32nd Ave S.

### 2010 Membership Directory to Be Produced In-House

In 2010, The Chamber will publish the same high quality Membership Directory as it has in the past with one difference: this directory will be managed in-house. Chamber staff will sell the advertising and work with a local company in the design, layout and printing of the book. This method will allow all of the proceeds from ad sales to be kept here to operate the many quality chamber programs. In the past the Chamber has hired an outside publishing firm to sell and produce the Chamber Membership Directory.

The 2010 directory will feature the Grand Cities and our Chamber Members. 5000 copies will be printed and distributed throughout the area. There will also be an online version of the book that will allow the book to be viewed by anyone interested in our communities.

Ad sales are just now starting. Please support this change by purchasing an ad in the Chamber Membership Directory. For more information about advertising in the directory, contact Jennifer at 772-7271 or [jenniferw@gochamber.org](mailto:jenniferw@gochamber.org).

### Lisa Swanson Attends Organizational Management Training

Lisa Swanson, Chamber Vice President of Operations, attended one week of training at the Institute for Organization Management in Madison Wisconsin last month.



The four year program, put on by the U.S. Chamber of Commerce for professionals from all over the US, provides advanced organizational training on topics from fiscal management to volunteers recruitment.

Lisa also received a scholarship for her attendance from both the MN and ND Chambers of Commerce to help defray some of the cost of attending. Lisa will attend sessions each year for the next three years with an anticipated graduation in 2012.

### Wake up With UND September 16th

Mark your calendars for the Wake Up to UND Breakfast to be held on September 16th.

UND President Robert Kelly will address the business community at a breakfast event on Wednesday, September 16<sup>th</sup> at the Alerus Center. We look forward to hearing Dr. Kelly as he shares his vision for the university for the upcoming school year. All Chamber members will receive a special invitation. Please save the date for this 7:30 a.m. breakfast event.

Sponsorships are available. If you'd like information on how you can sponsor the Wake Up to UND Breakfast featuring Dr. Kelly, contact Lisa at [lisas@gochamber.org](mailto:lisas@gochamber.org) or call 772-7271.



# Welcome New Members

### **Garbonzo's Pizza & Arcade – Canad Inns**

Jeff Jasperson – General Manager  
1000 S 42<sup>nd</sup> St  
Grand Forks, ND 58201  
701-772-8404  
[grandforks@canadinns.com](mailto:grandforks@canadinns.com)  
[www.canadinns.com](http://www.canadinns.com)

*Garbonzo's Pizza and Arcade is a family entertainment center with exciting arcade games and a tasty snack menu featuring Garbonzo's home-made pizza.*

*Come over soon to try delicious food, more games and even MORE fun at Garbonzo's!*

### **Seven Clans Casino**

20595 Center St E  
Thief River Falls, MN 56701  
1-800-881-0712  
Reservations: 1-866-255-7848  
[www.sevenclanscasino.com](http://www.sevenclanscasino.com)

*Make your great escape! More than 800 slots, blackjack, great food, player's club, huge monthly giveaways, great dining and more. Make Seven Clans Thief River Falls your great escape. Play on 12 indoor water slides, including a monstrous 275-footer, and relax in one of our 151 luxury rooms.*

### **Dakota Local LLC**

Jonathan Behrens  
419 6th St N  
Grand Forks, ND 58203  
[admin@dakotalocal.com](mailto:admin@dakotalocal.com)  
[www.dakotalocal.com](http://www.dakotalocal.com)

*Who Else Wants Increased Visibility, Higher Transactions, More Repeat Clients and Turbo-Charged Word of Mouth? Optimize your business today. Call now for your FREE "WOW" Strategy Session. 800-659-3386.*

### **Bella Vino**

Kym Enlow  
Laurie Tweten  
108 N 3<sup>rd</sup> St  
Grand Forks, ND 58203  
701-757-8466

*Check out the Grand Cities only wine bar in downtown Grand Forks. Exclusive wine list, imported beers, unique appetizers, decadent desserts. Open Monday-Saturday 4:30 to close with nightly specials. Bella's Blue Room available for private parties, call to inquire.*

## Schedule an Ambassador Visit

If you'd like the Ambassador's to help celebrate your grand opening, new location, remodel, etc., contact Jen at 772-7271 or [jenniferw@gochamber.org](mailto:jenniferw@gochamber.org)



## Local Business People Receive Awards

The Chamber and the Small Business Committee were happy to host a reception to recognize several of our Chamber Members who received awards.

Held at the Hilton Garden Inn, awards were presented to Linn Hodgson with Ad Monkeys for the 2009 North Dakota SBA

Journalist of the Year, Matt Winjum & Arron Hendricks from Rhombus Guys for the 2009 North Dakota SBA Young Entrepreneur of the Year and to Bryan Lee with GateWay Storage LLP for the 2009 Mike Maidenberg Emerging Leader.

Awards were presented by Jim Stai with the ND Small Business Administration,

Eric Giltner with the local SBA office, Bruce Gjovig with the Center for Innovation, Sheila Bruhn with the Community Foundation and Gwen Klawon with UND Aerospace.

Congratulations to these outstanding business people!



**Dale Carnegie is coming to Grand Forks to help you find your missing piece.**

Equip yourself and your team to perform as a persuasive communicator, creative problem solver and intelligent risk-taker. Develop a take-charge attitude that will help you get organized as a confident, enthusiastic leader. This course will power you beyond your comfort zone and help you stretch to achieve new ambitious goals. See results that can be measured on the bottom line.

If you're serious about success call today about the upcoming training opportunity beginning this August in Grand Forks!

**For more information contact:**  
*Kim Jordahl, Corporate Solutions Consultant*  
218.864.4006 | [kjordahl@eidebailly.com](mailto:kjordahl@eidebailly.com)

  
OFFERED BY EIDE BAILLY LLP

[www.northdakota.dalecarnegie.com](http://www.northdakota.dalecarnegie.com)

# A Month in Pictures



Business After Hours - Hugo's/Hugo's Wine & Spirits and Valley Golf



GFAFB Air Refueling Flight - Jeff Westrem



Business After Hours - Hugo's/Hugo's Wine & Spirits and Valley Golf



Business Awards Reception



Business After Hours - Hugo's/Hugo's Wine & Spirits and Valley Golf

# A Month in Pictures

Business After Hours - Hugo's/Hugo's Wine & Spirits and Valley Golf



Business Awards Reception



Business After Hours - Hugo's/Hugo's Wine & Spirits and Valley Golf



Business After Hours - Hugo's/Hugo's Wine & Spirits and Valley Golf



Business Awards Reception



## Business Briefs

### Altru Welcomes Grant R. Seeger, MD and Okorie Nduka, MD

**Grant R. Seeger, MD**, joins Altru Cancer Center as a radiation oncologist. Dr. Seeger received his medical degree from the University of North Dakota School of Medicine and Health Sciences, and completed his residency internship at the University of Minnesota Internal Medicine program. He also did a four-year radiation oncology residency at the University of Texas Medical Branch. Dr. Seeger is an experienced physician with skills in radiation surgical implants for gynecologic and prostate cancers.

**Okorie Nduka, MD**, joins Altru Health System's Critical Care Unit. Dr. Okorie graduated from the University of Calabar College of Medical Sciences of Nigeria. He served as the chief fellow in the critical care medicine division at Cooper University Hospital in Camden, New Jersey. Dr. Okorie also received the Charles D. Engelhardt Memorial Award in Neurology from the Orlando Regional Healthcare Foundation.

### AE2S Hires Student Interns

AE2S (Advanced Engineering and Environmental Services, Inc.) has hired Paige Ferguson, Travis Grimsley, Geoff Slick, and Ryan Grubb as Student Interns in its Grand Forks, ND office.



**Paige Ferguson** is a native of Grand Forks, ND and is going to be a junior at Red River High School this fall. At AE2S, she is assisting with administrative tasks, as well as the production of the 2009 AE2S North Central Utility Rate Study.



**Travis Grimsley** is also a native of Grand Forks, ND and will be a sophomore at the University of North Dakota (UND). At AE2S, he is providing surveying services on the Rugby, ND Street

Improvements, Ashtabula II Wind Farm, and the UND Site Work projects.

**Geoff Slick** is originally from Baudette, MN and earned his Bachelor's Degree in Civil Engineering in May from UND. He



will be pursuing his Master's Degree next year in Environmental Engineering from UND. He is currently an Engineer in Training (EIT). At AE2S, he is working with the Rural Water Group on the

Traill Rural Water and Langdon Rural Water Systems.



**Ryan Grubb** is returning to AE2S for his second summer of interning. Ryan is a native of Tioga, ND and is pursuing his Bachelor's Degree in Civil Engineering from UND. At AE2S, he is providing

surveying services for the Rugby Street Improvements project.

### Alerus Financial Announces Promotions



Alerus Financial is pleased to announce the promotion of **Shari Breiland** to Banking Operations Manager.

Previously the Loan Operations Manager, Breiland will now

oversee the loan and deposit operation teams.

Prior to joining Alerus Financial in 1998, Shari worked with deposit accounts and bank operations for 18 years. She graduated from Central Valley High School in Buxton, ND and is currently pursuing a management degree at the University of Mary. Breiland lives in Grand Forks and has two grown sons.



Alerus Financial is pleased to announce the promotion of **Tara Taylor** to Commercial Loan Operations Supervisor.

Previously a Commercial Loan Operations

Specialist, Taylor will now be responsible for managing and assisting with the day-to-day processes and project work.

Taylor has worked at Alerus Financial for 4 years and has over 6 years experience in the financial industry. She holds a

Bachelor's degree in Business Administration with specializations in Finance and Management from Mayville State University and currently lives in East Grand Forks with her husband, Chris.

### RRH Student Wins Prestigious Water Prize Competition

**Ben Sun**, a student at Red River High School in Grand Forks, ND, has been



named the winner of the 2009 Stockholm Junior Water Prize (SJWP) competition – the most prestigious youth award for a water-

related science project. Selected for his project on the Role of Street Solids in Heavy Metal Pollution of River Water, Ben will represent North Dakota at the national competition, June 25-27, 2009, in Anchorage, Alaska. Here he will compete against other young researchers from across the country for the opportunity to represent the United States at the international competition, which will take place in Stockholm, Sweden, this August.

### Tautges Becomes LEED Accredited Professional

**Jeremy Tautges, EIT**, of Widseth Smith Nolting recently became a LEED Accredited Professional. The LEED (Leadership in Energy and Environmental Design) Green Building Rating System is a



voluntary national standard for developing sustainable buildings, which are energy- and water-efficient and typically cost less to operate and maintain than conventional buildings. LEED

Accredited Professionals understand green building practices and principles and are familiar with LEED requirements, resources, and processes.

Tautges is a mechanical engineer in training in Minnesota and has been with WSN since 2007. His responsibilities include project coordination, design, and specification for mechanical (heating, ventilation, air conditioning and industrial processes) and plumbing piping systems for educational and commercial facilities. He earned a bachelor of science in



mechanical engineering from North Dakota State University. Tautges will lend his LEED AP expertise to the entire WSN service area as a member of the WSN Green Team.

### Dobrowski Named to ND Business Watch: 40 Under 40

**Jennifer Dobrowski**, client relations coordinator with Altru Health Foundation, was named to the ND Business Watch: 40 under 40 list. This list shares the top 40 business leaders under the age of 40 in North Dakota. Designees were chosen based on their community experience, leadership and professional development.



Jennifer has been part of Altru Health Foundation since 2004. As the client relations coordinator, she is responsible for the development, implementation and maintenance of all the donor programs and

services of Altru Health Foundation. Additionally, Jennifer is responsible for the Foundation's public relations and communications with donors. Before joining Altru, she worked in customer service/graphic design at Morgan Printing and was a media writing assistant at the UND Office of University Relations. Jennifer is highly involved in her community and is a member of Reynolds Community Betterment, Valley Officials Association, North Dakota Professional Communicators, National Federation of Press Women, Association for Healthcare Philanthropy, and both the Great Grand Forks and North Dakota Young Professionals organizations.

### Alerus Financial Acquires Eide Bailly Retirement Plan

Alerus Financial will acquire Eide Bailly's retirement plan practice effective August 1, 2009. The purchase, consisting of 175 clients, will grow Alerus Financial's wealth management division to more than \$6 billion in assets.

"The acquisition fits our business model, with clients located in our North Dakota and Minnesota markets." says John Flesch, director of wealth management for Alerus Financial



## Volunteers Needed!

Volunteers are needed to help out at Cats Incredible this year on July 31<sup>st</sup>, Aug 1<sup>st</sup> & 2<sup>nd</sup>, 2009

Cats Incredible is in its 22<sup>nd</sup> year as a premiere catfish tournament and community festival. Cats Incredible is held on the riverbank behind Cabela's in East Grand Forks. Volunteers are needed:

**Friday - July 31<sup>st</sup>**

Shifts from 5pm - 8pm

**Saturday - August 1<sup>st</sup>**

Shifts are 11:00am - 2pm, 2pm - 5pm and 5pm - 8pm

**Sunday - August 2<sup>nd</sup>**

Shifts are 11:30am - 2pm, 2pm - 5pm and 5pm - 8pm

All volunteers receive a Cats Incredible volunteer t-shirt. If you'd like to have fun and help out at Cats Incredible, email [info@gochamber.org](mailto:info@gochamber.org) or call 772-7271.

A Chamber & SCORE Brown Bag Seminar

## How to Gain Customer Loyalty

Customer loyalty makes or breaks a business. Find out how earn customer loyalty, understand your customer and how to keep customers coming back.

### The seminar will consist of:

1. Building relationships.
2. Understanding Customer Loyalty.
3. Ways to Earn Customer Loyalty.
4. How to keep customers coming back



This brown bag is presented by:  
**Scott Reinhart**  
The Valley Buzz, Owner

**Wednesday, July 15, 2009**

**11:30am – 1pm**

**The Chamber**

**Lunch is provided**

**\$15/members ... \$25/ non-members**

To register, contact The Chamber at 772-7271 or [info@gochamber.org](mailto:info@gochamber.org).

Reservation deadline is July 14.

Seating is limited, sign up soon.

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

Ideal Aerosmith found Brown Bag Seminars to be a great training tool. You can too....

Hello,

Just wanted to let you know that Ideal Aerosmith staff have attended the last two Brown Bag luncheons and I have received good feedback on both of them.

Everyone felt there was value and worth their time.

Nice work!

Barb

## 47,600+ Webpage Views in One Month!

[www.gochamber.org](http://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 June 1st to July 2nd were:

Abstractor/Architects/Engineers	2587
Restaurants	2121
Hotels & Motels	1842
Financial Institutions	1468
Contractors & Construction	1336
Realtors	1097
Attorneys	886
Automotive Supplies & Service	705
Agriculture/agribusiness	659
Non Profit Organizations	644
Insurance Agencies	570
Advertising Services	485

## More Ways Your Chamber Is Working For You:

Member Referrals Made By The Chamber In 2009:

# 479

Total for June: 104

Certificates of Origin Signed By The Chamber In 2009:

# 6

Total for June: 6

New Resident Packets Distributed By The Chamber In 2009:

# 122

Total for June: 6



Hosted by:

*Maple View*  
MEMORY CARE COMMUNITY

## Hosted by Mapleview Memory Care Community

4650 S. Washington St.  
Thursday, July 16, 2009

4:45pm - 7:00pm

**Free Admission**

Complimentary Hors d'oeuvres and drinks ~ Great Door  
Prizes ~ Progressive cash drawing is at \$1900! ~  
NO RSVP Needed

Mapleview Memory Care Community invites all Chamber Members and employees to their exciting Business After Hours at the area's newest Memory Care Center. Stop in, enjoy the great food, fun & and take advantage of great networking opportunities while you are there. You might even win \$1900 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.*

## 22 Tips for Networking at an Event

By Mark Hunter

- 1. When you arrive at a networking event, avoid gravitating to people you know.** You should initially thank the host and then immediately find someone new to introduce yourself to. This will help keep you in the right frame of mind as to why you came.
- 2. Stop selling and start listening!** When you meet someone for the first time, use it as an opportunity to get to know them. Don't try to sell them anything. Rather, begin to establish a relationship.
- 3. Keep your business cards in the breast pocket of your coat,** a shirt pocket, or in an outside pocket of your purse so they are easy to access and in good condition.
- 4. When giving a person your card, personalize it by hand writing your cell number on it.** This will cause the recipient to feel that they are receiving something special.
- 5. When giving or receiving a business card, be especially careful** when dealing with people from outside the US as many cultures treat them with very high regard.
- 6. When receiving a card from someone, take a moment to write yourself a note on it such as where you met.** If you do this while you're still talking to the person, it will help convey your sense of personal connection.
- 7. During the course of a conversation, use the other person's first name two or three times.** People always like to hear their own name and it will help you to remember it when the discussion is over.
- 8. Rather than telling a new contact all about yourself, spend your time asking them questions.** It's amazing how much you'll learn!
- 9. After you meet someone for the first time, use the back of their business card to jot a note about something you learned from the conversation and the date and place you met them.** Recording the information will give you something to talk to them about the next time you see them.
- 10. Connect with the person you're talking to by tilting your head as you listen to them.** It is an effective body language technique which communicates that you're paying attention to what they're saying.
- 11. When a person is talking to you, be sure to look directly at them.** Giving a person full attention with your eyes will encourage them to share more.
- 12. When giving someone eye contact, remember it's not a "stare-down" contest.** Give the person 3-5 seconds of eye contact and then look away briefly before returning your focus to them again.
- 13. The best location to network is by a high-traffic area such as a main door, the bar, or near the food.**
- 14. Never approach someone if they are walking towards the restroom or if they have a phone in their hand.** Wait until they have returned to the networking area or put their phone away.

*continued on next page*

## Chamber Calendar July 2009

### July 3

Office Closed

### July 7

New Member Luncheon, 11:30am (COC)

CATS Meeting, 4:30pm (COC)

### July 8

BGEA Meeting, 7:30am (COC)

Leadership Meeting, Noon (TBD)

### July 9

MAC Meeting, 8am (COC)

### July 14

Agribusiness Meeting, 7:30am (Aaltos)

### July 15

Finance Meeting, 7:30am (COC)

Brown Bag, 11:30am (COC)

### July 16

Executive Meeting, 7:30am (COC)

Business After Hours, 4:30pm (Maple View)

### July 20

Ambassadors Meeting, 11:30am (Grizzly's)

### July 21

CATS Meeting, 4:30pm (COC)

### July 24

Past Board Chairs Meeting, 7:30am (COC)

### July 28

Consolidation Review Task Force Meeting,  
2:30pm (COC)

CATS Meeting, 4:30pm (COC)

### July 31

CATS Incredible Catfish Tournament

### August 1

CATS Incredible Catfish Tournament

### August 2

CATS Incredible Catfish Tournament

### 22 Networking Tips Continued

15. After the person has shared something with you, ask them another question about what they just said. This shows that you're paying attention and that you care about what they're telling you.

16. Always keep one hand free to allow yourself to shake hands with people. This means that you shouldn't eat and drink at the same time. Remember, you're there to network, not eat a full-course meal.

17. As a way of demonstrating your networking skills, introduce each new person you meet to at least one other person.

18. Never try to barge into a group of 4 or more people. Come along side of the group, but do not attempt to enter into the discussion until you've made eye contact with everyone and a minimum of two other people in the group have said something.

19. Do not approach two people who are talking, as you may be interrupting an important discussion.

20. Initiate conversation with someone who is standing by themselves. They'll be happy to have someone to talk to them and, as a result, will many times open up with valuable information.

21. When you meet someone for the first time, you have 48 hours to follow up with them before they will completely forget about meeting you.

22. A networking event is not a time to see how many business cards you can acquire. Rather, it is a time to develop a few relationships that have potential.

## Reserve This Premium Ad Space

1 Month - Only \$85

6+ Months - Only \$77/month

Advertise your business here and your ad will be hyperlinked to your website or email address.

Click this ad to contact Lisa or call 772-7271 to reserve this space.

