



Is Proud to Present:

How to Capture More Minds & Sales in a Changing Economy

- How to generate more referrals and repeat business
- Secrets to capturing the attention of the 21st Century customer
- Proven ways to grow your business in any economy
- The concept of "MIND CAPTURE" and how top marketers use it to get the edge
- The power of content and ways to improve your online marketing

You'll Discover

Presented by #1 Best Selling Author and Speaker

Tony Rubleski



WHO'S TONY RUBLESKI?

Tony Rubleski is president of Mind Capture Group. His work has been featured in various media outlets ranging from *Bottom Line Magazine*, *The Detroit Free Press*, *FOX TV*, *on CNN Radio*, *NPR*, *Entrepreneur Magazine Radio* and was the featured selection in the business pages of *NWA Insights Magazine*, *World Traveler*.

He writes regularly for several magazines, blogs and trade publications and is a faculty member at the US Chamber of Commerce where he teaches in the target areas of marketing and technology. In addition, he's the editor and creator of *A Captured Mind*, monthly newsletter which also features a radio interview with top authors, business leaders, and other well known newsmakers.
www.MindCaptureGroup.com

Sponsored by:
Altru Health System
UND Professional Services

Tony interviewed the head coach of 2009 Stanley Cup winners, The Pittsburgh Penguins, and will reveal success secrets that easily translate from hockey to your business!

Tony is author of *Mind Capture: How YOU Can Stand Out In The Age of Advertising Overload*.

Mind Capture: How You Can Stand Out In The Age of Advertising Overload (Paperback) (#1 in 3 categories with Amazon.com)

and his new eBook,

Mind Capture: How To Awaken Your Entrepreneurial Genius In A Time of Great Economic Change!

Friday, November 5th 2010
8am - 10am

Skalicky Technology Center - Rm 211
(4300 James Ray Drive, UND Campus)

TICKET FREE parking in lots across the street from the center!

\$40/chamber member or \$50/non member
Space is limited, reserve your spot soon!

Contact The Chamber at 772-7271,

Info@gochamber.org or online at www.gochamber.org by

November 1st, 2010.

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

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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."

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
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Chamber News

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

Directors

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

Jeff Wilson - Vilandre Heating & AC

Matt Winjum - Rhombus Guys

Sr. Military Advisor to the Board

Colonel Donald Shaffer - GFAFB

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Finance Director

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Audrey Lind

Administrative Assistant

info@gochamber.org

25 From West Come East

In a reciprocal visit 25 business people, development officials, local elected officials and legislators traveled from the oil basin in Western North Dakota to spend two days in Grand Forks. This was a return trip after a similar group of 32 business and community leaders traveled to the oil basin in June to explore opportunities and learn more about the challenges facing oil country.

According to event organizers Barry Wilfahrt, Chamber President and Bruce Gjovig, Director of the Center for Innovation these trips were about fostering good relationships, understanding and collaboration on energy, construction and government issues.

The group participated in a social prior to the Sunday UND hockey exhibition game on October 3rd. The next morning more than 100 local business, UND and government officials from the east joined the groups from the west to learn about what is going on in the oil patch and why businesses in the east should want to do business in the west. The group then toured UND department of engineering, its core sample library and the EERC where they participated in a variety of tours and learned about what UND is doing to support the oil industry.

Feedback from everyone participating has been very positive. Many potential new business relationships were formed and potential partnership identified. It was relevant for everyone who participated. According to event organizers Barry Wilfahrt, Chamber President and Bruce Gjovig, Director of the Center for Innovation these trips were about fostering good relationships, understanding and collaboration on energy, construction and government issues.

East Grand Forks Candidate Forum October 19th

Legislative Candidates in EGF will participate in a candidates Forum on October 19th.

The Crookston Chamber is organizing the event and The Chamber-GF/EGF is partnering with them again this year.

You are invited to attend the "Meet the Candidates Forum" hosted by the Chamber's Legislative Committee. Plans

have been finalized for the "Meet the Candidates" Forum on **Tuesday, October 19. The Forum will be held in UMC's Kiehle Auditorium**, beginning at 6:30 p.m. Each segment (School Board, City Council, County, and Legislative) will be conducted separately, with one group of candidates on the stage at a time. The School Board candidates will lead off at 6:35 p.m., followed by the City Council candidates at 7:10 p.m., then the County Candidates at 7:45 p.m., the Legislative candidates at 8:20 p.m., and ending with Senatorial Candidates. The Forum will conclude by 9:30 p.m., followed by an informal time for visiting over coffee and cookies.

EGF members will be emailed once the final schedule and slate of candidates for the forum is set.

Grand Forks Candidate Forum October 20th

The Chamber's Government Affairs Committee Chaired by Greg Hanson, CEO of Valley Memorial Homes will facilitate a candidate forum on October 20th, 2010. The forums will be in the Grand Forks City Council Chambers. **The public is invited and encouraged to attend.** The schedule for the forum is as follows:

6:30pm

House of Representatives Candidates

Bernell Bachmeier

Lois Delmore

Donald D. Dietrich

Curt Kreun

Mark S. Owens

Louise "Weezie" Potter

Mark Sanford

Donald Vangsnes

7:30pm

North Dakota Senate Candidates

JoNell A. Bakke

Ray Holmberg

Lonnie Laffen

Thomas Petros

8:00pm

County Commissioner Candidates

Michael C. Coachman

Diane K. Knauf

Gary K. Malm

William "Spud" Murphy

8:30pm
County Sheriff Candidates

Mike Flannery
Bob Rost

The Chamber Supports Measure 1

The Chamber Board voted last month to support Measure 1. The legacy fund initiative is on the ND ballot this November. It creates a fund where 30% of the oil revenue is put into a legacy fund for future use by the state. This fund is significantly less aggressive than the ballot measure which failed in 2008. It is also supported by virtually all of the groups who opposed it in 2008.

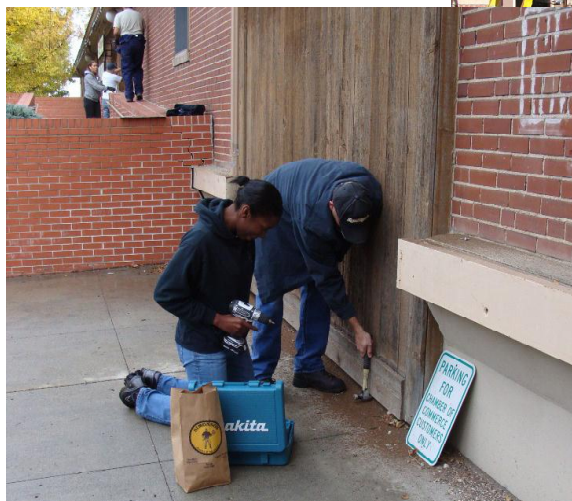
The Chamber supports this measure because this type of fund will provide a long term stable partial funding source for the state of North Dakota long after the oil reserve is depleted. This will help provide stability in government revenue. Business thrives in stable environments. ND is doing well and this helps position our state to continue to prosper well into the future. The Chamber ND residents are encouraged to vote yes on Measure 1 on November 2nd, October 3rd and 4th with approximately 30 business people, legislators and community leaders from Western North Dakota expected to attend. On the 3rd the groups will attend the UND hockey game and attend a social event. On the 4th the group will start the day with a community breakfast followed by tours of the energy department at UND; Core and Sample Library and the EERC. At noon, local legislators and community leaders will be invited to meet with the group to discuss Western ND infrastructure needs and talk about the oil booms implications for all of ND.

Please contact Barry at the Chamber with any questions. The event is being organized in cooperation with Bruce Gjovig from the Center of Innovation and Mike Jacobs, Editor and Publisher of the Grand Forks Herald.

GFAFB Gives Chamber Building an “Extreme Makeover”

Close to 100 volunteers from GFAFB spent three full days removing paint, calking, replacing rotted boards, staining and painting the entire exterior of the Chamber’s Old Depot Building located on North 3rd Street. It has been a remarkable transformation of our building according to Chamber President Barry Wilfahrt. It is also little wonder GFAFB consistently wins the air forces community service award for volunteerism

Virtually no work had been done on the building since right after the flood of 1997 and no work was really done on the exterior in almost 20 years. Also special thanks to the UND swim and Dive Team who also participated in the makeover by doing the landscaping around the building. Be sure to thank both of these groups as you see them around town.



Staff Discuss Internal Goals

Pat Berger, Executive Director of the United Way, led a half day strategic planning session for chamber staff members in September. The staff talked about how to most effectively and efficiently serve the needs of the membership through a blend of technology and personal service and programs.

The staff agreed the chamber needs a

technology plan, facility plan and communications plan to best carryout the aggressive plan of action developed and set by the Board of directors.

These recommendations and action steps to achieve them will go to the Chamber Executive Board and full Board of Directors for their input and direction before they are implemented.

Welcome New Members

SEI

Michele Thiel
322 DeMers Ave
Grand Forks, ND 58201
701-787-3801
michele.thiel@seillc.com
www.seillc.com

SEI LLC is a leading provider of customized technical helpdesk, customer service and inside sales services that meet and anticipate the operations and business of our customers around the globe.

Lillians of Grand Forks

Annette Bendish
12 S 3rd St
Grand Forks, ND 58201
701-335-5018
abendish@lilliansshoppe.com
www.lilliansshoppe.com

Lillians is an occasional shoppe open only four days each month. We feature ridiculously affordable and trendy handbags, wallets, jewelry, sunglasses, watches, fun accessories, and a line of hip fashion called Moon Goon. Each month Lillians offers fabulous new merchandise.

Northwest Tire

Al Christian
300 2nd Ave NE
East Grand Forks, MN 56721
218-773-1491
achristian@nwtire.com
Northwest Tire started in 1977. In the past 33 years they have built their company on the goals of being the tire dealer of choice, delivering customer service and quality products. Northwest Tire carries performance, passenger, light truck, SUV,

commercial, industrial, and farm tires. Northwest Tire currently operates 12 retail stores, 2 Bandag retread plants, and 5 wholesale locations which serves 8 states.

Matt Woodworking

Hugh Matt
597 N 69th St
Grand Forks, ND 58203
218-791-8793
hughrmatt@gmail.com
Matt Woodworking specializes in custom woodwork design for all commercial and residential needs. Exploring creative alternatives to meet your design and budget goals is what we do best. We focus on each project with the attention and personalized service that provides you with a commitment to quality you can trust.

Ambassador Ribbon Cuttings



Forest Park Estates

The Ambassadors helped celebrate a remodel of one of IRET's properties with a ribbon cutting at their location.



Lillians

The Ambassadors helped welcome new business and new Chamber Member, Lillians, with a ribbon cutting their downtown location.



Korsmo Commercial Refrigeration

The Ambassadors helped welcome new Chamber member, Korsmo Commercial Refrigeration with a ribbon cutting.



Pearle Vision

The Ambassadors helped welcome new Chamber member, Pearle Visio, with a ribbon cutting.

Nominations for Henry Havig Award Now Being Accepted

Nominations are now being accepted for the 2010 Henry Havig Award for Community Service. This is The Chamber's most prestigious award and is given annually to those special individuals who stand above the crowd by their dedication to our community through community service in multiple volunteer leadership roles.

It is an award that recognizes individuals who have provided exemplary voluntary leadership service to our community over a long period of time and in a broad spectrum of community activities. Nominees must be at least 36 years of age and have proven leadership qualities, commitments to community-based organizations and the desire to improve the quality of life in our community.

The Havig Award for Community Service is given in memory of a great community leader. He was president of the board of the chamber in 1955-1956 and was a long time successful businessman who contributed greatly to our community as a member of the Grand Forks City Council and a life-long contributor to the YMCA.

Please complete and return a nomination by Friday, November 19th, 2010 to: The Chamber 202 N. 3rd St. Grand Forks, ND 58203 Attn: Havig Nominations, fax to 701-772-9238 or email to info@gochamber.org. Additional information regarding the nominee may be included when submitting the nomination. The Selection Committee is comprised of the past recipients of the award. This award will be presented at The Chamber's Annual Dinner and Banquet on January 13th, 2011 at the Alerus Center.

Nominations shall include:

- Nominee's Name
- Leadership qualities, organization memberships, Youth involvement, community service and other pertinent and relevant information
- Name and signature of person submitting the nomination

Please return by Friday, November 19th 2010 to:
The Chamber - GF/EGF
Attn: Havig Nominations
202 N. 3rd St.
Grand Forks, ND 58203
701-772-9238 (Fax)

Chamber of Commerce - Grand Forks/East Grand Forks 2011 HENRY HAVIG NOMINATION FORM

I am submitting the name of: _____

Who works for: _____

Leadership Qualities, Organization Memberships, Youth Involvement, Community Service:

Other Information and Comments:

Submitted by: _____ Signature: _____

A Month in Pictures

Alerus Financial Business After Hours



Military Appreciation Day



Military Appreciation Day



UND Swim/Dive Team Spruce Up Chamber Grounds



Alerus Financial Business After Hours



September Brown Bag Seminar

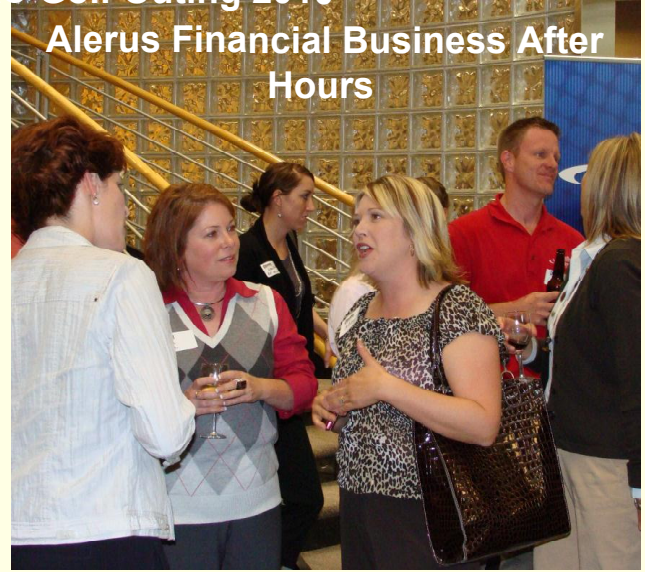


A Month in Pictures



Alerus Financial Business After Hours

MAC Golf Outing 2010



Alerus Financial Business After Hours



Military Appreciation Day



UND Swim/Dive Team Spruce Up Chamber Grounds



Alerus Financial Business After Hours

AE2S Hires Rylander, Carpenter & Slick

AE2S (Advanced Engineering and Environmental Services, Inc.) has hired **Kristal Rylander** as an Administrative Assistant in its Grand Forks, ND office. Kristal is a native of Crookston, MN and earned an Administrative Assistant degree from Northland Community and Technical College in East Grand Forks, MN.



Prior to joining AE2S, she worked as a Paralegal for Fisher, Olson, and Juntunen, Ltd., where she performed administrative duties and prepared legal documents. At AE2S,

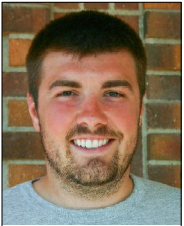
her responsibilities include reception duties, administrative duties, support to technical staff, and other special projects.

AE2S has hired **Roxanne Carpenter** as an Accounting Clerk in its Grand Forks office. Roxanne's addition will allow AE2S to meet the expanded accounting needs of the company as it has grown to eight offices and over 120 people.



Roxanne is a native of Cavalier, ND. She earned an Associate of Applied Science degree in Accounting and an Associate of Applied Science degree in

Financial and Credit Service Administration from Northland Technical College. Previous to joining AE2S, she worked as an Accounting Operations Specialist at Alerus Financial. At AE2S, she will handle accounts payable, payroll, and various accounting projects.



AE2S has hired **Geoff Slick** as an Engineer in its Grand Forks, ND office. Geoff is a native of Baudette, MN and earned his Bachelor of

Science Degree in Civil Engineering from the University of North Dakota (UND). He is currently pursuing his Masters Degree in Environmental Engineering from UND. His Masters project is a pilot study and technical evaluation of aerobic digestion at the

Grand Forks Wastewater Treatment Plant.

Geoff served as an Engineering Intern at AE2S prior to being hired as an Engineer, working on numerous rural water projects. In his new position, Geoff will be initially performing construction observation for Phase 1, Phase 2, and preliminary work for Phase 3 of the Traill Rural Water District Expansion, which includes well field development, construction of a new transfer station, pipeline construction, and distribution system improvements.

Alerus Financial Hires

Lindsay Cox has accepted a new role as indirect loan product specialist at Alerus Financial's Banksouth location on South Columbia Road.



Previously a loan operations specialist, Cox is now responsible for facilitating the indirect loan process

and overall development of the indirect loan portfolio for Alerus.

Cox has three years experience in the financial industry and received a Bachelor's Degree in public administration from the University of North Dakota. She and her husband, Nicholas, live in Grand Forks.



Stacy Kroll has accepted a new position as credit administrator with Alerus Financial.

Previously a records specialist, Kroll is now responsible for supporting the commercial lending and sales staff by performing commercial file reviews, providing credit bureau reports and lien searches, and being the primary liaison between the commercial credit staff and the records department.

Kroll joined Alerus in 2008. Prior to Alerus, she worked in the Altru records management department and as a lifeguard. Kroll received an Administrative Support Software Specialist degree with an emphasis in Microcomputers from Northland Community and Techni-

cal College. She is a member of the Arglye Community Club and lives in Oslo, MN with her husband, Jeffrey.



Alerus Financial is pleased to welcome **Carol Gressman** as an accounting operations specialist at its Banksouth location on South Columbia Road.

Gressman is responsible for supporting the internal accounting operations of Alerus Financial, including general ledger posting and balancing, accounts payable processing, cash room transaction processing, pledging for public deposits, and government and regulatory reporting.

Gressman joins Alerus with more than 25 years experience in the financial industry. She previously worked as a city auditor and I.T. project manager in Florida. Gressman and her husband, Tom, live in Hatton, ND. They have four grown children.



Matt Jacobson has joined Alerus Financial as a relationship manager at its downtown Corporate Center location.

Jacobson is responsible for developing and cultivating relationships in addition to managing significant customer portfolios. He is the primary contact for new or existing customers and provides comprehensive financial management solutions for customers with lending, deposit, and investment services.

Jacobson has 7 years of experience in the banking industry. He previously worked as business relationship manager at Wells Fargo Bank. Jacobson received a bachelor's degree in business administration with an emphasis on business economics from the University of North Dakota. He actively volunteers for the United Way and is a member of the Sioux Boosters Board of Directors. Jacobson and his wife, Kari, live in Grand Forks.

ND Nurse of the Year Honorees

March of Dimes recently announced their 2010 North Dakota Nurse of the Year

honorees. Each of these winners were chosen on a national basis to receive the award. This year, three award winners were from Altru Health System in Grand Forks. These recipients and their categories include:

- Nurse Management: Diane Shervold, RN, manager of Altru's Family Birthing Center, NICU and Pediatrics (Hospital). This category recognizes a nurse who demonstrates exceptional leadership in an administrative and/or management capacity.
- Pediatric Nursing: Sherry Burg, RN, supervisor, Altru's Pediatrics (Hospital). This category recognizes excellence in the nursery, general pediatric units and pediatric clinics.
- Women's Health: Karla Miller, RN, care coordinator, Altru's Labor & Delivery. This award recognizes a nurse who impacts women's health in a positive way through focusing on antepartum, intrapartum, maternal, baby care and/or postpartum needs.

Haley Cummings, BSN, RN, of Altru's Labor and Delivery, was also a nominee for this year's Rising Star award.

Dr. Hape Named as Fellow

Dr. Robin Hape was recently named as a Fellow with the American College of Surgeons. Dr. Hape has been part of Altru Health System since 2007. In addition to his role as a general surgeon, Dr. Hape is also director of Altru's Breast Center and Altru's Bariatrics Center.



Dr. Hape received his medical degree and completed residency training with the University of North Dakota School of Medicine and Health Sciences. He is a member of the American College of Surgeons, the Society of American Gastrointestinal Endoscopic Surgeons, American Society of Breast Surgeons and the American Society of Bariatric Metabolic Surgeons.

EAPC Receives Honor Award

EAPC Architects Engineers was selected as the Honor Award design recipient during the 2010 AIA North Dakota convention. The Honor level is the highest award given out by the American Institute of Architects at the local level. EAPC was presented with the

award on September 23 at the Alerus Center in Grand Forks during the 48th Annual Awards Gala.

EAPC's entry, the University of Mary's Gary Tharaldson School of Business in Bismarck, was selected for the design award honor. Specific use for the project was classrooms, an auditorium and office space for the School of Business. This project was to create a bold architectural design to inspire students and reaffirm the university's progressive values, establish a design aesthetic complimentary to the adjacent chapel and monastery designed by iconic modernist architect Marcel Breuer, and to exploit the site's hilltop location by emphasizing the sweeping views of the Missouri River valley. The two-story, 29,000 SF building and was completed in September 2008.

EAPC was also awarded a Merit Award for the SDSU Wellness Center project in Brookings, SD, and received the Juror's Choice Award for the UND Choir Loft Addition at St. Thomas Aquinas Newman Center in Grand Forks.

John Nelson Joins SimmonsFlint

SimmonsFlint is pleased to announce **John Nelson** has been hired as an account manager. He will manage clients' marketing efforts as well as new business development for the agency. Additionally, Nelson will apply his franchise marketing and management expertise towards Flint Direct, a subdivision of the Flint Group focused on direct marketing for dealer and franchise programs.



A native of Grand Forks, N.D., Nelson is a graduate of UND, with a B.A. degree in mass communication, emphasis in advertising. During college Nelson interned at SimmonsFlint, and upon graduation, continued working there as a producer, copywriter and creative manager for four years. In addition to his work at SimmonsFlint, he founded Blue Tower Recording Studio in downtown Grand Forks and later moved it to Denver, where it continues to operate today. In 2005 he

joined The Alternative Board, a business coaching company in Westminster, Colorado, as the senior marketing manager, and in 2009, the director of marketing.

Nelson, wife Jill and daughter Miabella live in Grand Forks.

JLG Receives State Design Awards

On September 23, 2010 at the American Institute of Architects (AIA) North Dakota Awards Gala in Grand Forks, JLG Architects received an Award of Merit and the Unbuilt Award. The awards were presented for distinguished accomplishments in design and the profession of architecture.



AWARD OF MERIT ó Chateau de Mores Interpretive Center; Medora, ND:
Located in the

North Dakota Badlands, the Chateau de Mores is North Dakota's most visited historical site. In 1883, the Marquis de Mores, a French aristocrat and entrepreneur, built a summer home in what is now called the Theodore Roosevelt National Park and named the town that developed "Medora," after his wife. While rough by aristocratic standards, it was considerably more luxurious than most contemporary homes built by Dakota settlers, which were mostly constructed of sod or logs, and was dubbed "chateau" by the locals; over the years it housed many famous guests, including Roosevelt. The home and land were given to the State of North Dakota in 1936 and restored by the Civilian Conservation Corps in 1937-1941; it has been open to the public ever since.

UNBUILT AWARD ó Bonanzaville Barnes Pavilion; West Fargo, ND:
Bonanzaville, founded in 1972, is a 12-acre, 43-building non-profit educational facility that offers more than 400,000 artifacts related to the pioneer life in the Northern Plains.

The proposed interpretive center is meant to invoke the spirit of the plains and the agricultural structures that make up the landscape. The curve of the main reception hall bends to the view of the historic church tower, while the attached gift shop is low enough to afford glimpses of many historic structures throughout the park. The design of the main hall uses both ample natural light and a simple structure to highlight the many events and exhibi-

North Dakota's Unemployment Rate 3.5% for August

Job Service North Dakota (JSND) reported that labor statistics released today show North Dakota's August not seasonally adjusted unemployment rate was 3.5 percent. The rate is unchanged from prior month and 0.6 percentage points lower than last year (4.1 percent). The national rate in August was 9.5 percent. Michael Ziesch, Research Analyst for Job Service stated, "The state's current unemployment rate is approximately one-third of the nation and shows the continued local economic strength."

North Dakota Not Seasonally Adjusted Labor Force Data August 2010 July 2010 August 2009

Unemployment Rate	3.5%	3.5%	4.1%
Unemployed	13,168	13,223	15,282
Employed	363,455	364,180	357,946
Labor Force	376,623	377,403	373,228

The nation's seasonally adjusted unemployment rate was 9.6 percent for the month, little changed from July (9.5 percent), and very similar to August of last year as well (9.7 percent). The seasonally adjusted rate for North Dakota was 3.7 percent in August, an uptick of 0.1 percentage point from prior month, but 0.7 percentage points below August 2009 (4.4 percent). The seasonal adjustment process utilizes a statistical adjustment to accommodate predictable fluctuations between months; such as length of daylight and typical weather. Seasonal adjustment allows for comparison between all months of a year.

Seasonally Adjusted Rates August 2010
July 2010 August 2009

North Dakota	3.7%	3.6%	4.4%
United States	9.6%	9.5%	9.7%

Notes:

1. The unemployment rate is the percentage of people actively seeking work compared to those in the labor force (employed plus unemployed).

2. Data are subject to revision.

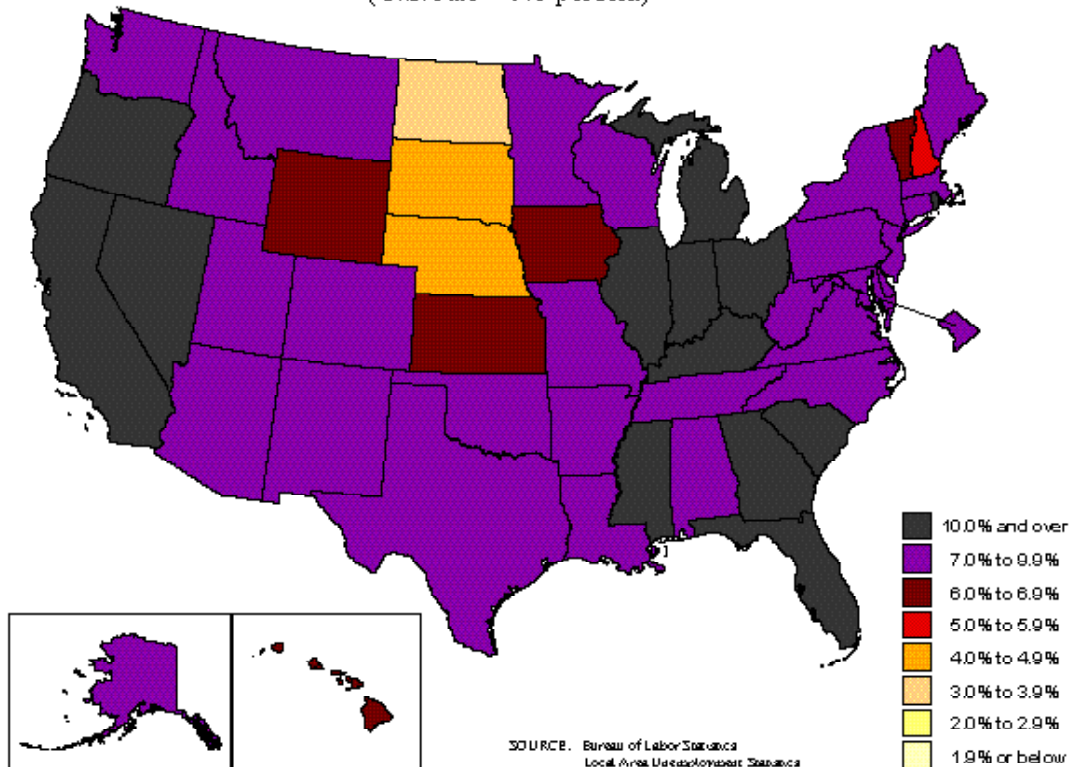
3. These statistics, produced by the JSND Labor Market Information Center, utilize standard methodology developed by the U.S. Bureau of Labor

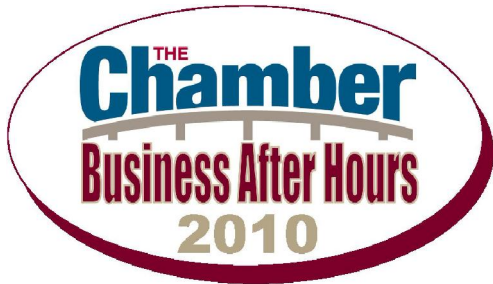
Statistics as a requirement for use by all states.

4. County and substate areas will be posted on 9-27-2010 to the JSND Labor Market Information website: <http://www.ndworkforceintelligence.com>

Unemployment rates by state, seasonally adjusted, August 2010

(U.S. rate = 9.6 percent)





Hosted by Grand Forks Country Club

Thursday, October 21st, 2010
4:45pm - 7:00pm

Hosted by:



Free golf for Chamber Members on Oct. 21 - Must call for tee time: 772-3912

Free Admission

Complimentary hors d'oeuvres, drink ticket & cash bar ~
Lots of Great Door Prizes including a Social Membership
& a round of golf with cart for 4 ~ Progressive cash
drawing is at \$300! ~ NO RSVP Needed

The Country Club invites all Chamber Members and employees to their Business After Hours. Stop

by and take advantage of great networking opportunities while you are there. You might even
win \$300 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.

Member Referrals Made By
The Chamber In 2010:

729

Total for September: 121

Certificates of Origin Signed
By The Chamber In 2010:

24

Total for September: 2

New Resident Packets
Distributed By The Chamber
In 2010:

220

Total for September: 13

Check Out The Chamber Calendar of Events Here

www.gochamber.org

Number of Member Exposures for August (statistic includes internet search engine visits): 489,195

Top Member Directory Hits for September

First State Bank - 613
Stray Media - 606
Forks Builders Assoc.- 600
Gateway Storage- 594
Altru Health System - 593

Games Galore - 588
Kadrmass, Lee & Jackson- 586
GOLDMARK- 584
Ameriprise Financial-Debbie Albert - 581
City of GF Finance Dept.- 581

10 Tips for Successful Business Networking

by Stephanie Speisman

Effective business networking is the linking together of individuals who, through trust and relationship building, become walking, talking advertisements for one another.

Keep in mind that networking is about being genuine and authentic, building trust and relationships, and seeing how you can help others.

Ask yourself what your goals are in participating in networking meetings so that you will pick groups that will help you get what you are looking for. Some meetings are based more on learning, making contacts, and/or volunteering rather than on strictly making business connections.

Visit as many groups as possible that spark your interest. Notice the tone and attitude of the group. Do the people sound supportive of one another? Does the leadership appear competent? Many groups will allow you to visit two times before joining.

Hold volunteer positions in organizations. This is a great way to stay visible and give back to groups that have helped you.

Ask open-ended questions in networking conversations. This means questions that ask who, what, where, when, and how as opposed to those that can be answered with a simple yes or no. This form of questioning opens up the discussion and shows listeners that you are interested in them.

Become known as a powerful resource for others. When you are known as a strong resource, people remember to turn to you for suggestions, ideas, names of other people, etc. This keeps you visible to them.

Have a clear understanding of what you do and why, for whom, and what makes you doing it special or different from others doing the same thing. In order to get referrals, you must first have a clear understanding of what you do that you can easily articulate to others.

Be able to articulate what you are looking for and how others may help you. Too often people in conversations ask, "How may I help you?" and no immediate answer comes to mind.

Follow through quickly and efficiently on referrals you are given. When people give you referrals, your actions are a reflection on them. Respect and honor that and your referrals will grow.

Call those you meet who may benefit from what you do and vice versa. Express that you enjoyed meeting them, and ask if you could get together and share ideas.

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 - David Blumkin
Airman & Family Readiness Center
American Red Cross
Applebee's - EGF
Bank Forward - Columbia Road
Becker Marketing Consultants
Black Gold Potato Sales
Blue Moose Bar & Grill
Cenex - Gateway Drive
Cost Cutters
Dale Carnegie Training
Empire Arts Center
Enbridge Pipeline
Farmers Insurance - Steve Renslow Agency
Fine Print Screen Printing & Embroidery
GF Park District

H & R Block - 32nd Avenue
Hertz Car Sales & Rental
Hope Evangelical Church
New Vision Truck Accessories
Nodak Insurance - Dana Boe
Orchard Oil
River City Mortgage
Rod Holth
Ronald McDonald House
S & S Rehab - Grand Forks
S & S Rehab - Thief River Falls
Sertoma Club of Greater Grand Forks
The Salvation Army
Toshiba Business Systems
Travelodge
U.S. Corrugated

