

Another quality training seminar brought to you by The Chamber

SELLING TO CRAZY BUSY DECISION MAKERS

PRESENTED BY: JILL KONRATH

BROUGHT TO YOU BY:



DATE: 10-16-09

TIME: 12:30PM - 4:00PM

How do you sell to today's stressed out customers who'd much rather delete your phone call than develop a relationship? In this session, you'll discover how to:

- Assess what's really going on your customer's mind.
- Gauge the impact of their work environment on decision making.
- Successfully deal with the "frazzled customer syndrome."
- Use counterintuitive approaches to make it easier for them to change.
- Create maximum value with every customer interaction.

In short, you'll discover numerous strategies you can use to set up meetings, speed up sales cycles, and win more sales.



Jill Konrath is an internationally-recognized sales strategist and business consultant. Her book, *Selling to Big Companies*, was selected as a *Fortune* "must read", won 2008 Sales Book of the Year honors, and has been an Amazon top seller for over 3 years.

Jill is an in-demand speaker at annual sales meetings, professional conferences & trade association events. Her clients include IBM, Microsoft, GE, AAA, Medtronic, Hilton and numerous entrepreneurial firms.

Her website, SellingtoBigCompanies.com is a resource-rich sales portal. Jill's popular newsletter reaches tens of thousands of sellers from across the globe. And, she writes an award-winning *Selling to Big Companies* blog, www.sellingtobigcompanies.blog.com

Selling to Crazy Busy Decision Makers

October 16, 2009
Clarion Inn - Grand Forks

12:30pm - 4:00pm
\$49/person

Sign up 3+ attendees for only \$45/person.
(Non Chamber member price is \$69/person)

Space is limited, sign up soon. Contact The Chamber at 772-7271, or info@gochamber.org to register.
RSVP deadline is October 12, 2009.

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



Attendees receive a **FREE** copy of Jill's book, *Selling to Big Companies*.

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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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East Grand Forks, MN 56721
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info@gochamber.org
www.gochamber.org

Officers

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City of Grand Forks

Chair-Elect: Barb Schultz

Ideal Aerosmith, Inc.

Past Chair: Jerry Youngberg

First Realty of GFF

Secretary: Jim Galloway

JLG Architects

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Ralph Engelstad Arena

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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 Jasperson - 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 Saylor - Altru Health System

Steve Swanson - AE2S

Klaus Thiessen - GF Regional EDC

Sr. Military Advisor to the Board

Colonel John Michel - GFAFB

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President's Message

Chamber Makes Progress



MAC Committee to set goals.

General (ret.) Keith Bjerke will facilitate a strategic planning session for the Chamber military affairs committee on October 13th. MAC Committee members,

Golden Eagle contributors and military personnel from various branches have all been invited to participate.

The group will look at everything the MAC committee does and recommend changes for the MAC Executive Committee and Chamber Board to consider.

If you would like to get involved in this committee or just attend the retreat please contact Corrina at the chamber office.

Chamber Strives to Provide "Relevance Advocacy Value" To Membership

The Chamber Board agreed last month the "Relevance, Advocacy, Value" theme for all chamber activities will continue into 2010. Every chamber project/activity is evaluated (continued/discontinued/changed) based on how it contributes to this core value statement.

Chamber Board Members and Committee Chairs will meet on November 3rd to review current programs and set priorities for the 2010 chamber year with the relevance advocacy value as its overarching theme. Kari Howe, NW Minnesota regional representative for the Minnesota Department of Economic Development will facilitate the retreat. Increasing Chamber member involvement will be a focal point at the retreat. Membership involvement is the key to sustained long term chamber success.

Retreat results and priorities for the Chamber in 2010 will be announced at the January 14th Chamber Annual meeting.

Health Care Reform Moving Quickly?

The health care reform efforts of the Obama Administration and Congress have been moving very quickly. House Bill H.R. 3200 contains many provisions with substantial consequences for employers and employees. The proposed legislation would launch over a trillion dollars in new spending and a massive new bureaucracy that will impose dozens of new rules on

employer-sponsored health plans. A review of the bill raises numerous questions and concerns.

The current House Bill will:

- Reduce the number of uninsured
- Increase the federal debt and deficits
- Launch a massive federal bureaucracy for employer-sponsored insurance
- Force changes to current employer plans, regardless of whether employees liked the original plans
- Deny individuals affordability credits to low and moderate income workers whose employers provide health insurance
- Tie up substantial resources of employers, insurers and providers to adjust to a wide variety of new rules and changes
- Limit the marketing of individual policies to a new health insurance exchange with rules that will guarantee access and limit costs for some, but increase costs for others
- Reduce spending under Medicare, but not direct those savings to address the problem of unfunded obligations under Medicare
- Expand the Medicaid entitlement
- Fail to reduce the size in national health care costs

The US Chamber commissioned a report on potential implications to current employers if the proposed legislation is passed. A copy of the complete report can be found at the Grand Forks/East Grand Forks Chamber web site www.gochamber.org.

Barry Wilfahrt

Chamber Update



September 30, 2009

To: Members of The Chamber - GF/EGF

From: Barb Schultz, 2010 Board Chair

Re: 2010 Henry Havig Award For Community Service

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.

It is an award that recognizes individuals who have provided exemplary 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 20th, 2009 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 14th, 2010 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 20th 2009 to:

The Chamber - GF/EGF

Attn: Havig Nominations

202 N. 3rd St.

Grand Forks, ND 58203

701-772-9238 (Fax)

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.

Anderson Steel Erection & Crane Service
Black Gold Potato Sales
Blue Moose Bar & Grill
Budget Inn Express
Cenex - Gateway Dr.
Fine Print Screen Printing & Embroidery

GateWay Storage, LLP
GF Park District
Henningsen Cold Storage Co.
Holth, Rod
Hope Evangelical Covenant Church
New Vision Truck Accessories

Orchard Oil
Overmoe & Nelson, Ltd.
Philadelphia Macaroni Company
Tri Valley Child Care Resource & Referral
WDAZ TV

Welcome New Members

Select Communications

Brent Vik
1020 S Washington
Grand Forks, ND 58201
701-330-1196
bvik@selectcomm.net
www.selectcommunicationsinc.com
Select Communications is the area's newest Verizon Wireless Premium Retailer. This allows us to create an experience for our customers which is second to none. Our staff has over 30 years of wireless experience and understands that success of our business starts with customer service. We have live handsets, wireless internet options and the largest selection of phones and accessories available in the Grand Cities. We would love to earn your business and we invite you to stop by to get a free account analysis. At Select Communications, we are "Always Helpful".

Kadrmass, Lee & Jackson, Inc

Steve Synhorst
2750 Gateway Dr Suite F
Grand Forks, ND 58201
701-775-1109
steve.synhorst@kljeng.com
www.kljeng.com
Kadrmass, Lee & Jackson (KL&J) is a surveying, planning, engineering, and asset development company offering specialized, multidisciplinary services and continually investigating cutting edge technologies and best practices. We have been partnering with our clients to assist in the planning, designing, and building of the infrastructure vital to our communities since 1938. In today's environment, finding adequate funding to complete necessary projects can be challenging. By working closely with communities, we assist them in identifying essential projects and funding opportunities.

Integrated Living

Connie Bjerck
1165-E S Columbia Rd
Grand Forks, ND 58201
218-779-2287
integratedliving@midconetwork.com
www.integratedliving.com
Integrated Living is dedicated to helping individuals, business entities, and students of all kinds attain their highest potential through personal enhancement and empowerment experiences. Connie Bjerck is a Certified Guided Imagery Therapist trained to do counseling for relaxation, stress reduction, pain control, habit control, problem solving, and personal and spiritual empowerment. She received clinical training in Mind/Body Medicine from Harvard Medical School and the Benson-Henry Institute for Mind/Body Medicine. She is a Reiki Master in the Usui lineage. Integrated Living offers courses, individual sessions, and consulting work in integrated medicine, stress reduction, Reiki, guided imagery, and spiritual mentorship.

Chamber "Featured Ambassador" for September



I am **Nick Gulmon** and I am the newest member of the Marco, Inc. team in Grand Forks. I have been with

Marco, Inc. since the beginning of August and am brand new to the Grand Forks area. Marco works to help organizations manage their information by applying network expertise to voice, data, video, and print solutions. We offer a network foundation for any business, church, or school. Marco, Inc. provides products from industry leading vendors through our trained engineers and techni-

cians. For myself, I am a technology advisor for the document solutions division of Marco. At Marco, we have been a 100% ESOP Company since 2001 and in 2006 were voted Minnesota ESOP Company of the year.

I have previously lived in the Fargo-Moorhead area for the last 6 years, although I am originally from Valley City. In my spare time, I love to be around sports as much as possible. I also enjoy music and poker during my free time to relax. I joined the Ambassadors committee to get better acquainted with the Grand Forks area. I look forward to being active within the community.

Small Business Committee Expands Learning Opportunities

The Chamber's Small Business Committee has been making an effort to expand on the Brown Bag learning series. As a part of that effort, The Selling to Crazy Busy Decision Makers Seminar is being offered in October.

Jill Konrath is a recognized Sales Expert and has written two books, one of which has been an Amazon Top Seller for three years. Each seminar attendees will receive a copy of the book, *Selling to Big Companies*, with their registration.

Watch for more quality training opportunities coming in the future.

Mark Your Calendars


Ag Banquet - November 17, 2009

Chamber Annual Dinner - January 14, 2010

Mayors State of the City - February 17, 2010




The Chamber Ambassadors were on hand at the Grand Opening of the new **SpringHill Suites Hotel** and also to celebrate the remodel of **NorthStar Telecom**



What would we do *without* electricity from coal?

Lose 28,000 North Dakota jobs.

Without affordable and reliable electricity from coal, our state would lose 28,000 jobs. That's 1 in 12 jobs North Dakotans and their families depend on. It would be like losing all the jobs in Dickinson, Wahpeton, Devils Lake and Valley City combined – or perhaps the entire workforce of Minot. Visit www.powerofcoal.com to learn about this \$3 billion per year economic impact. Affordable electricity from coal is powering our lives.


Partners
for *affordable*
Energy

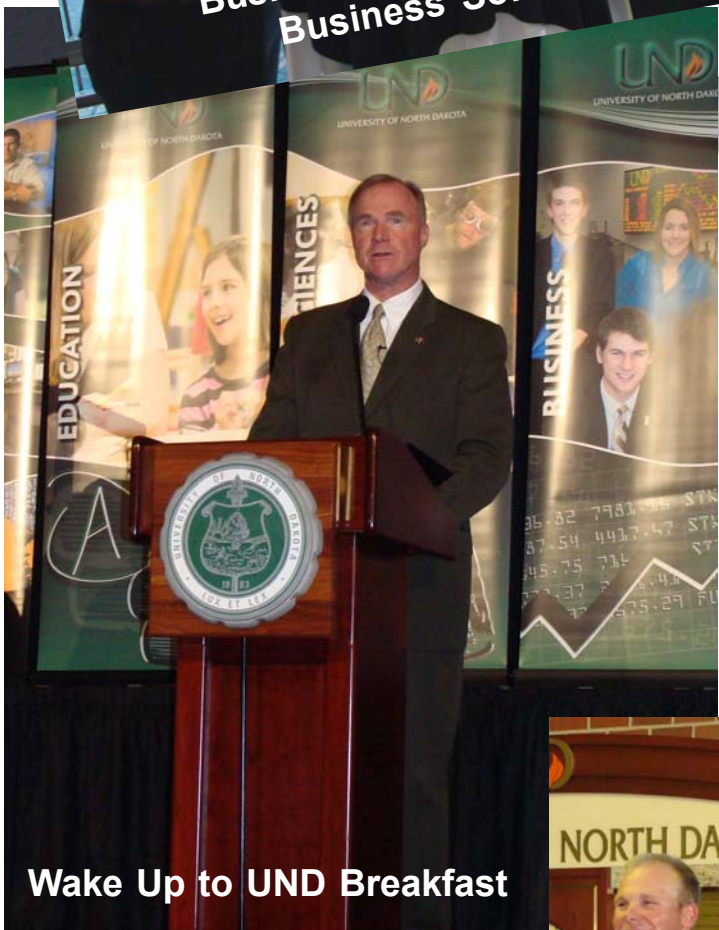
PoweringOurLives.com



Business After Hours - Alltel Business Solutions



Wake Up to UND Breakfast



Wake Up to UND Breakfast



Leadership Class



Business After Hours - Alltel Business Solutions

A Month in Pictures



Wake Up to UND Breakfast



Business After Hours - Alltel Business Solutions



Wake Up to UND Breakfast



Wake Up to UND Breakfast



Wake Up to UND Breakfast

Altru Hospice Welcomes Duerre as New Volunteer Coordinator

Heather Duerre earned her bachelor's degree in pastoral ministry and a minor in religious education from The University of Mary in Bismarck, North Dakota. Previously, she was an active volunteer at St.



Alexius Hospice program in Bismarck where she identified patient's needs, scheduled volunteers and provided support to patients and their families during their end of life journey.

In addition, Heather was employed at Corpus Christi Church in Bismarck where she worked in grief ministry providing support to families through funeral planning and bereavement services. Currently, Heather is co-facilitating a grief group in Walhalla, North Dakota.

Heather and her husband reside in Walhalla and are expecting their first child this fall.

Gaddie and Boe Become Owners of AE2S

AE2S (Advanced Engineering and Environmental Services, Inc.) has expanded the ownership of the company to include **Shawn Gaddie, PE** and **Andrea**



Boe. Gaddie is a graduate of North Dakota State University and is the Operations Manager of the Grand Forks, ND

office. Boe is a graduate of the University of North Dakota and is the Marketing Manager of AE2S.

AE2S was founded in 1991 in Grand Forks, North Dakota by CEO, Steve Burian, PE and President, Charles Vein, PE. Since inception, the firm has grown from two people in a single office to over 95 people in eight offices located throughout North Dakota, Minnesota, and Montana.

Altru Welcomes Alyssa Hoverson, MD and Jeffrey Haasbeek, MD

Alyssa Hoverson, MD, joins Truyu Aesthetic Center. After completing her medical degree with the University of North Dakota School of Medicine and



Health Sciences, she did a medical internship with MeritCare Hospital of Fargo, North Dakota. Alyssa then joined Mayo School of Graduate Medical Education where she completed her dermatology residency. She is a member of the American Society for Dermatologic Surgery, the American Academy of Dermatology and the Women's Dermatologic Society, along with others.

Whether your reason is personal or health-related, Truyu Aesthetic Center offers clients the option to make their aesthetic goals a reality. Our highly trained, professional staff provides confidential and compassionate care.



Jeffrey Haasbeek, MD, re-joins Altru Health System. After completing his medical degree with the University of Manitoba, Dr. Haasbeek completed his residency in orthopedics. He went on to complete pediatric

orthopedic fellowships with the University of Toronto at the Hospital for Sick Children and Vanderbilt University, an adult hand and wrist fellowship with the University of Calgary and a general orthopedic fellowship with Altru Health System. Dr. Haasbeek has extensive experience with hand, wrist and all pediatric orthopedic surgeries. He is a member of the Pediatric Orthopedic Society of North America and the American Academy of Orthopedic Surgeons, along with other professional organizations.

Orthopedics is the medical specialty devoted to the diagnosis, treatment, rehabilitation and prevention of injuries and diseases of the musculoskeletal system. Altru's orthopedic physicians focus on the prevention and treatment of injuries. With convenient access to Altru Rehabilitation Center, patients benefit from collaborative care and state-of-the-art equipment.

AE2S Ranks 6th In Nation

Advanced Engineering and Environmental Services (AE2S), was ranked sixth overall in Management consulting and research firm ZweigWhite and engineering media specialists Stagnito Media's, "Best Civil

Engineering Firm to Work For." Additionally, it ranked second "Best Civil Engineering Firms to Work For" in the small firm category (fewer than 100 people).

The Grand Forks-based company has seven offices throughout the Midwest and employs 95 people. AE2S is the only Midwest firm represented in the Top Ten Civil Engineering category.

AE2S Chief Executive Officer Steve Burian said, "Being a 'Best Firm to Work For' is an honor and it wouldn't be possible without the enthusiastic support of our employees. These accolades demonstrate we are succeeding in our efforts to attract and retain the best and brightest people for AE2S." Burian is also a founding member of the firm.

The national competition asked employees and an independent third party to confidentially examine company culture and values, quality of leadership, compensation and benefits, recognition programs, social atmosphere, and professional growth opportunities.

The results were announced on September 22, at the "2009 Best Firm to Work For" summit in Chicago. This award comes on the heels of AE2S' 18th anniversary. The firm began as a two-person civil engineering firm in 1991. It attracts specialized engineers and technicians from regional universities and colleges who are looking for opportunities to work on large-scale, multi-million dollar infrastructure projects, utilizing unique technologies. It has experienced steady growth by despite the weak national economy.

EAPC Wind Expands to South America

EAPC Wind, with offices in North Dakota, Minnesota, and Vermont, has initiated operations in Argentina, Chile, Brazil, Peru and Uruguay, by merging with Buenos Aires based company Wind Industry Konsult (WIK). This new merger has created "EAPC South America" and will offer a complete range of specialized bankable engineering and consultancy services to project developers, the financial community and the manufacturing industry.

Co-founder of EAPC South America is wind energy veteran Mathias Thamhain, who has held senior management posi-

tions with leading industry and consultancy firms in Europe. Mathias, MD of the new venture, says “the partnership with EAPC Wind allows combining specialized wind industry knowledge from the two major wind energy markets, the US and Europe and makes available a broad service portfolio in the region.”

Founding Partner Jay Haley adds “We are excited about possibilities presented by this merger. The complementary skills and experience of this combined team allow us to offer a greater range of engineering and consulting services to our existing clients as well as strengthening our ability to attract new clients in a broader range of markets and geographic regions.”

Soderfelt Accepts New Position With Alerus Financial

Brandi Soderfelt has accepted a new position with Alerus Financial as Loan Operations Specialist.



Previously a Customer Service Supervisor, Soderfelt will now be responsible for processing and servicing all types of loans, including commercial, consumer, residential real estate, and credit cards.

Additionally, she will service internal and external customers by answering questions, problem solving, and delivering services on time.

Soderfelt joined Alerus in 2006 and has more than 5 years experience in the banking industry. She holds a Bachelor’s in Business Administration with a Financial Management Major from the University of North Dakota. Soderfelt and her husband, Joey, live in Grand Forks with their son, Aiden.

JLG Welcomes Jeff Steiner, AIA

JLG Architects is pleased to announce the recent addition of **Jeff Steiner, AIA**, to the firm’s Grand Forks office. Jeff is a Registered Architect with over 20 years of experience designing commercial, academic, and religious structures. Jeff’s work can be seen throughout the region in Minnesota and Wisconsin, and as far away as Tianjin,



China.

Jeff was a Principal and Design Architect for MCL Architects in St. Paul, Minnesota from 1983 to 2006, and was a Senior Designer at RSP Architects in Minneapolis, Minnesota from 2006 to 2009. Jeff received his Bachelor of Architecture from the University of Minnesota in 1983. He has been a member of the American Institute of Architects’ Minnesota Chapter since 1987.

Stadter Center Promotes Christenson

Tammy Christenson has been promoted to Chief Operating Officer of The Stadter Center. She has been with the organization since its inception in 2000. Her education and fifteen years of experience in administration within federal and city agencies has led to her current position where she



oversees the daily operations of The Stadter Center and Center for Psychiatric Care. She has lobbied on Capitol Hill for mental health parity and is a trained educator for the NAMI Family-to-Family Education Program.

Christenson has lived in Grand Forks for over thirty years and is a graduate of Central High School and the University of North Dakota.

EAPC Recognized as Fast Growing A/E Firm

EAPC was ranked 109 on *The Zweig Letter* Hot Firm 2009 list of the 200 fastest-growing architecture, engineering and environmental consulting firms in the country. This placement is based on their percentage of revenue growth as well as absolute dollar revenue growth over a three-year period in relation to the hundreds of other participants. This is the second year in a row that EAPC has been on the top 200 list.

EAPC principals will be accepting the award at the *Zweig Letter* Hot Firm 2009 Conference and Awards in Las Vegas in October.

Gately and Morgenstern Earn Pride In Performance Awards

Job Service North Dakota (JSND) recently announced **Jaci Gately** and **Marlys Morgenstern** were winners of its annual

Pride in Performance Awards for employees who have made outstanding contributions to the agency and its mission to meet the state’s workforce needs.

Gately is a Customer Service Senior Consultant in Fargo, and the former Customer Service



Manager of JSND offices in Jamestown, Oakes and Harvey. In her 22 years at JSND, Gately has been dedicated to a high standard of customer service and has been a leader by example.

Morgenstern is the JSND Veterans Programs Coordinator. She has worked for the agency less than two years, but has



negotiated grants, managed funds, and refined internal reporting to ensure the 70,000 plus veterans in North Dakota receive top priority for the best possible workforce services.

Pride in Performance Award recipients are nominated by their coworkers. Gately resides in Buffalo, N.D., with her husband, Doug. Morgenstern lives north of New Salem, N.D., with her husband, Leon, and their daughter, Anna.

Lana Motl Wins Award At Dale Carnegie Training

Lana Motl has won the Human Relations Champion Award for her participation in the Dale Carnegie Immersion Seminar she completed in Grand Forks, ND. The recipient for the award is voted on by class members upon completion of the course series and is awarded to the individual that best exemplifies the standards, qualities and principles on which this training is based. Lana is the CSA Supervisor with Bremer Bank, located in Grand Forks, ND.



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When It Comes To Online Advertising, Anchor Can Help You Hit Your Mark

At Anchor, we can help you put the internet to work, no matter how fast it changes. We have our own Google Advertising Professional, and we know how to make the growing power of social media like Facebook work for you. We'll get people talking about your web site, viewing your content and telling their friends about your company.

Pay-per-click Advertising & Analytics

Carefully written and targeted messages on search engines such as Google and Bing are cost-effective ways to increase traffic to your web site. Anchor will create and manage strategic ads and keyword campaigns to help you increase your position on search engines.

Facebook

Facebook has an average of 250 million users. At Anchor, we help clients create Facebook ads that are targeted to specific users with specific characteristics. We can even help you set up your own company page, helping you to sort out Facebook's notoriously complicated policies for business.

YouTube

Considered the third most visited web site on the Internet, YouTube is a popular video sharing site. Anchor and YouTube can help you create powerful video creations that will take viral advertising to a new level.

Twitter

Twitter is a social networking service that has 55 million monthly visits. However, harnessing this emerging social network has proven to be a challenge. Let us help you to communicate with your customers in ways you never thought possible.

Planning Puts It All Together

At Anchor, everything we do is tied together by a plan, complete with strategic thinking and measurable objectives. Your interactive communication strategy deserves that kind of attention, and we can help.

Here's just one example of how Anchor has utilized social media to create big results:

In just two months, one of our clients has received more than 2 million impressions on Facebook for less than \$400.



Success From Planned Communication



At Anchor, we build internet success every day.
Call us today and let us do the same for you!

www.anchorwebsite.com | 701-787-8230



Hosted by **Aurora Medical Park**

Thursday, October 15, 2009

4:45pm - 7:00pm

Hosted by:

Aurora
Medical Park

Free Admission

Complimentary Hors d'oeuvres and drinks ~ Great Door

Prizes to include a Wii with Wii Fit ~ Progressive cash

drawing is at \$400! ~ NO RSVP Needed

Aurora Medical Park invites 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 \$400 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.

29,200+ 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 September 1st to October 1st were:

Abstractor/Architects/Engineers	2179
Hotels & Motels	1897
Contractors & Construction	1254
Financial Institutions	1169
Restaurants	1003
Realtors	850
Insurance Agencies	695
Attorneys	648
Non Profit Organizations	597
Automotive Supplies & Service	551

Member Referrals Made By The Chamber In 2009:

794

Total for September: 95

Certificates of Origin Signed By The Chamber In 2009:

21

Total for September: 5

New Resident Packets Distributed By The Chamber In 2009:

202

Total for September: 5

Chamber Calendar October 2009

October 1

7:30am MAC Exec Mtg. (COC)

October 6

7:30am Small Business Committee Mtg. (COC)

October 7

8:00am Leadership Class at GFAFB

October 8

8:00am MAC Meeting (COC)

October 13

7:30am Finance Committee Mtg (COC)

7:30am Agribusiness Mtg. (Aaltos)

Noon Leadership Committee Mtg. (Joe Blacks)

1:00pm MAC Retreat (Bremer Bank)

October 14

7:30am BGEA (COC)

October 15

7:30pm Executive Committee Mtg. (COC)

4:30pm CATS Meeting (COC)

4:45pm Business After Hours at Aurora Medical Park

October 16

12:30pm Selling to Crazy Busy Decision Makers (Clarion Inn)

October 19

11:30pm Ambassadors Mtg (Aaltos)

October 21

8:00am Leadership Class at UND Professional Services

October 22

7:30am Board of Directors Mtg. (COC)

October 23

7:30am Past Board Chairs Mtg. (COC)

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2009 Fall Career Fair

The Fall Career Fair will be held on Wednesday, October 7th from 9:30am- 2:30pm in the Hyslop Multipurpose Gym.

The Career Fair is presented by UND Career Services and is designed to help students learn more about professional career options. The Career Fair will include hundreds of businesses from across the country looking for future employees. Students should dress professionally and bring copies of their resume. Students and employers can register for the fair at UND Career Services in McCannel Hall, Room 280 or online at www.career.und.edu.

If you have any questions or comments please feel free to contact Career Services at Career Services, University of North Dakota, Box 9014, Room 280, McCannel Hall, Grand Forks, ND 58203 or (701) 777.3904(phone) and (701) 777.3850 (fax).

Local Business People Graduate From Dale Carnegie Training

Dale Carnegie Training graduated the following individuals from their Dale Carnegie Immersion Course in Grand Forks, ND:



Back row (left to right) Kim Jordahl (Instructor), Jeff Sveen (American Crystal Sugar), Arnold Peterson (American Crystal Sugar), Jil Jore (Vaaler Insurance), Carrie Wilson (Vaaler Insurance), Charlie Paukert (Vaaler Insurance)

Front row (left to right) Jeff Fischer (Ecolab), Matt Ahmann (Vaaler Insurance), Lana Motl (Bremer Bank), Anna Bjornstad (Alerus Center), Lorie Grotte (Vaaler Insurance).

Altru Health System Welcomes Laura Lizakowski, MD

Laura Lizakowski, MD, joins Altru Health System as a hospitalist and palliative medicine physician. A graduate of the University of North Dakota School of Medicine, Dr. Lizakowski completed her internship and residency in internal medicine as well as her fellowship in palliative medicine at the Marshfield Clinic in Marshfield, Wisconsin.

Hospital medicine is the discipline concerned with the general medical care of hospitalized patients. Physicians whose primary professional focus is hospital medicine commonly deal with such things as neurology, hospice and palliative care, consultative medicine, and quality assurance.

The goal of palliative care is to prevent and relieve suffering and to provide the best possible quality of life for patients with serious, potentially life-threatening illness. Palliative medicine physicians help patients and families understand their illness and assist them in making difficult medical decisions.