



CHAMBER of COMMERCE

P.O. Box 38043  
Olmsted Falls, OH 44138  
440-235-0032  
www.olmstedchamber.org



## CHAMBER NEWSLETTER FOR JANUARY 2012

### 2012 Chamber Officers:

**President - Rosann Jones**

City of Olmsted Falls

440-235-6264

**V. President - Mark Hannah**

Full Color Resources

440-377-0248

**Secretary - Cindy Kelly**

RE/MAX Crossroads

440-879-4653

**Treasurer - Pat Theobald**

Olmsted Auto Care

440-427-9310

**Sgt. At Arms - Greg Jones**

Evergreen Packaging

440-235-7275

**Past President - N/A**

### Board Members:

**DeeDee Alvelo 216-529-2745**

First Federal of Lakewood

**Tony Budak 440-377-4856**

Budak Financial

**Vicki Gibbons 440-235-5300**

Columbia Park

**Marie Grosh 440-235-7590**

Village of the Falls Senior Living

**Todd Hoadley 440-427-6000**

Olmsted Falls School District

**Sandie Isabella 440-235-4580**

St. Mary of the Falls

**Joanne Kleem 440-234-9700**

Tony K's Restaurant & Catering

**Doug Miller 440-891-7609**

Polaris Career Center

**Holly Nanasy 440-235-4840**

Vita-Mix Corporation

**Gabrielle Oelbracht 440-488-0680**

Aflac Insurance

**Bernie Stumpf 440-427-9173**

Stumpf Construction/3LD Storage

**Grace Vedda 440-235-7072**

Aces Depot Bar & Grill

Dear Olmsted Chamber Members,

Happy New Year! We're off to a great start! As I write this letter, the sun is beaming through the window and the warmth feels more like May than January! I know...don't get used to it!

In the April 2011 newsletter, I shared with you the "Ten Commandments of Great Customer Service." While recently reviewing some business articles, I came across another set of commandments; the "Ten Commandments of Networking." Like the customer service ones, these networking commandments tend to be rooted in common sense, but are not always the things we think about when trying to make those valuable connections.

The new year is a time for fresh starts, renewed commitments and an increased drive to succeed. Keeping these "Commandments" in mind will help reinvigorate your networking efforts in 2012.

1. Thou shalt drop the "what's in it for me" attitude.
2. Thou shalt listen.
3. Thou shalt build a relationship.
4. Thou shalt give the first referral.
5. Thou shalt not tell others of the referral you require; thou shalt "show them" with a story.
6. Thou shalt be specific of the type of referral.
7. Thou shalt reciprocate when appropriate.
8. Thou shalt participate in the network executive functions and network time.
9. Thou shalt thank the person who gave a referral.
10. Thou shalt follow up on the referral within 24 hours.

Networking can be fun and productive, and should be an important piece of your 2012 plan for success. I hope you'll take advantage of all the Olmsted Chamber's networking opportunities in the coming year.

Please mark your calendars for our first activity of the year; Wednesday, January 25th. Our monthly luncheon meeting will be held at Evergreen Packaging on Mapleway Drive in Olmsted Falls. We'll meet at 11:30 a.m. for networking, with lunch around noon, catered by Tony K's. Plant manager and Chamber Board member Greg Jones will be educating the group on business at Evergreen, and we'll get a tour of the facility after lunch. This is a wonderful opportunity to learn about Olmsted Falls' largest employer. Space is limited, so visit our website, and sign up now.

*Rosann Jones, President, Olmsted Chamber of Commerce*

### Next Luncheon Meeting

**Wednesday, January 25, 2012**

11:30 a.m. - Registration & Networking

Noon to 1 p.m. - Lunch & Program

**Location:** Evergreen Packaging, 7920 Mapleway  
Olmsted Falls

**Speaker:** Tour hosted by Greg Jones

**Catered by Tony K's Catering**

Cost is \$15. Make your reservation for this lunch meeting online at [www.olmstedchamber.org](http://www.olmstedchamber.org).

**RESERVATIONS REQUIRED!!!!**

**Please note: For the tour, closed-toe shoes required; no jewelry, rings, watches, etc.**

### Special Notice for January's luncheon!!

Maximum capacity is 50 people.

Must **RSVP** via the website as Tony K's will be catering, and we need an accurate guest count.

### Welcome New Members

Jeanette Carpenter

J&C Snowplowing & Home Repair

**Olmsted Chamber of Commerce**  
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[office@olmstedchamber.org](mailto:office@olmstedchamber.org)



Our mission is to lead and support the economic development of the communities we serve by attracting businesses and organizations through collaboration and partnership with business, government, education and citizen organizations and groups.

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Terri Mrosko, Editor/Mrosko@cox.net

#### Meeting & Event Highlights

There was no regular luncheon meeting held in December. Many members attended our annual holiday party. Nearly \$500 was raised for the local food pantry.

#### New Board Members

Congratulations to new board members Tony Budak, Budak Financial; Vicki Gibbons, Columbia Park; and Grace Vedda, Aces Depot Bar & Grill. Welcome back to re-elected board members Todd Hoadley, Cindy Kelly, Joanne Kleem and Holly Nanasy.

#### 2012 Renewal Reminder

Please send in your 2012 renewal payment if you have not yet done so. Only members in good standing (fully-paid) will be included in the next membership update and online at our website. Please contact Membership Chair Mark Hannah at 440-377-0248 if you have any questions. There are several options for membership - check the website for details.

#### Website Reminder

Don't forget to check out the website regularly for the most up-to-date information about Olmsted Chamber of Commerce events. You can also update your profile and connect to other chamber members.

The Chamber also has a Facebook site, so please remember to "Like" us if you are a Facebook user. We are connected on LinkedIn as a group. Let 2012 be the year to get and stay connected with your fellow members.

#### Get Involved

Want to get more involved this year? It's a great way to get to know other members and build relationships. Here is a list of committees for 2012. Contact Rosann Jones if you'd like to be involved on a committee.

- ~Membership
- ~Website
- ~Golf Outing Fundraiser
- ~Wine Tasting Fundraiser
- ~Luncheons/After-Hours
- ~Marketing/Communications
- ~Scholarship

#### Save the Date ....

**Annual Wine Tasting Fundraiser**  
**April 27, 2012**

**Annual Golf outing Fundraiser**  
**August 30, 2012**

If you can help with either of these events, contact Joanne Kleem at [jokleem@sbcglobal.net](mailto:jokleem@sbcglobal.net) to be added to the committee.

It's more fun when you get involved! As always, thank you for your support.

#### 2012 CHAMBER CALENDAR

- Jan. 25 Luncheon at Evergreen Packaging**  
*Tour of the facility*
- Feb. 22 Luncheon at Tony K's (Joint w/Berea)**  
*Robert M. Felber, Felber & Felber Marketing*
- Mar. 21 Luncheon at Columbia Park Social Hall**  
*Amy Shannon - Workplace Bullying*
- Apr. 25 Luncheon at Irish American Club**  
*Mayor Robert Blomquist & Trustee Sherry Lippus*
- Apr. 27 Wine Tasting/Silent Auction**  
*Tony K's*
- May 23 Luncheon at Tony K's**  
*Speaker TBA*
- Jun. 27 Luncheon at Frostville Museum (Joint w/N. Olmsted & Fairview Park)**  
*Networking*
- Aug. 22 Luncheon TBA**  
*Networking*
- Aug. 30 Annual Golf Outing**  
*Creekwood Golf Course*
- Sep. 26 Luncheon German-American Club (Joint w/N. Olmsted & Fairview Park)**  
*Speaker TBA*
- Oct. 24 Luncheon at Polaris Career Center (Joint w/N. Olmsted & Fairview Park)**  
*Speaker TBA*
- Nov. 28 Luncheon at Tony K's**  
*Membership Drive/Board Election*  
*Todd Hoadley, Topic: Six Sigma*
- Dec. 5 Holiday Party at Tony K's**

Luncheons run 11:30 a.m.-1:00 p.m.

**Please check out our website for a complete listing of all Chamber events, including next year's luncheon meetings and after-hours events.**

**NEXT BOARD MEETING: January 18, 2012, 8:00 am - Board of Trustees Meeting at Vitamax**