

Vocal Point



A MESSAGE FROM THE PRESIDENT

As the leaves start to fall and cooler weather sets in, our minds turn to football games, getting ready to drive in bad weather and getting our businesses and ourselves ready for winter.

Getting ready for football, we want to make sure you know about the new Homecoming Events this year. This year The Norwin Homecoming Game will be played at 7:15 p.m. on Friday, October 10, 2008. Half time events include Norwin High School Marching Band, presentation of the 2007 Homecoming King and Queen, 2008 Homecoming Court and the crowning of the 2008 Homecoming King and Queen. Saturday, October 11, 2008 from 9:00 a.m. to 10:00 a.m., the parade will line up at Immaculate Conception Church. The parade will start at 10:30 a.m. and run from the Post Office up Main Street to Queen of Angels School. Please note that the parade will not go to Norwin Towne Square. At noon there will be a concert by MIXX in the Irwin Park at the Amphitheater. From 1:00 p.m. to 5:00 p.m. there are many welcome receptions and open houses of all the school buildings. Please go to: www.norwinsd.org/information/50years/celebrating50yrs.html for more details of how the Norwin School District is celebrating 50 wonderful years.

Car maintenance is an issue that all people should be conscious of, so we are working with one of our members on some vehicle safety seminars to begin in the spring.

To get your business ready, we are working on a brand new membership directory and community guide with advertising opportunities to start the New Year off with a bang. You can contact Mr. Noel Opperman via our office at 724-863-0888 for more information on ad sizes and pricing.

We are also working on putting together a succession planning class to help your business continue once you retire.

And as always, this is the perfect time to have your Will, Power of Attorney and Living Will done or revised. I am so surprised at how many people tell me they do not have these papers done. We do get a very warm and fuzzy feeling when people tell us they have these things in order because of us.

Don't forget to participate in the 2nd Annual Norwin Chamber Member Appreciation Day on Thursday, October 23, 2008. It's sure to be a fun evening. More details will follow in this newsletter.

Rosanne Barry Novotnak

October Calendar of Events

<i>Date:</i>	<i>Meeting:</i>	<i>Time:</i>	<i>Location:</i>
1	ActionCoach Seminar	8:00 – 10:00 a.m.	Norwin Chamber Office
1	Networking Luncheon	11:30 a.m. sharp	China Garden
7	Women In Business Initiative	8:00 a.m.	Norwin Chamber Office
8	Business Mixer #1	5:00 – 7:00 p.m.	Briarcliff Pavilion
8	Irwin Borough Council Meeting	6:00 p.m.	Council Chambers
14	Executive Board Meeting	8:00 a.m.	Norwin Chamber Office
15	ActionCoach Seminar	8:00 – 10:00a.m.	Norwin Chamber Office
15	North Huntingdon Township Commissioners	7:00 p.m.	North Huntingdon Townhouse
21	Board of Directors Meeting	7:30 a.m.	Norwin Chamber Office
21	Penn Trafford Membership Luncheon	11:30 a.m. sharp	Smartie Artie's at Zackel's Restaurant, Claridge
28	Business Mixer #2	5:00 – 7:00 p.m.	Northwood Realty – Norwin Hills Location
29	ActionCoach Seminar	8:00 – 10:00 a.m.	Norwin Chamber Office

Chamber Happenings

Norwin and Penn Trafford Monthly Networking Luncheons



We once again had record breaking attendance at both of our September Networking Luncheons! Our locations and speakers were a big draw! Chamber member Cheesecake Caffè was the site for our Norwin Luncheon. Scot Noel from Computers Made Easy, was our speaker. Scot educated the group on the steps that can be taken to ensure websites are visible on web searches. Our Penn Trafford Luncheon featured Mary Beth Kim from the Southwestern Pennsylvania Commission's CommuteInfo program. Mary Beth spoke about the different ride sharing programs available such as RideMatching reports, vanpool services and Park-N-Ride information.

Save The Date!

Join us for our next
Women In Business Initiative!

When: Tuesday, October 7, 2008

Time: 8:00 a.m. – 9:30 a.m.

Cost: \$15.00 Per Member and
\$20.00 Per Non-Member

Location: Norwin Chamber of Commerce

Speaker: Leia Shilobod

Topic: Networking VS Selling

October Sponsor:
Pittsburgh Women's Yellow Pages

Only 50 Seats Available So.....
Reserve Your Seat Today at 724-863-0888
or cmiller@norwinchamber.com

Business Mixers



Attendance was fabulous for our September Business Mixers! Our first mixer was hosted by the Community Foundation of Westmoreland County outside their beautiful location at the Greensburg Garden & Civic Center. A delicious feast was catered in and live entertainment was provided by Night Star. Door prizes were also awarded to several participants. Our second mixer was hosted by Dr. Carla Capozzi, DMD at her Penn Township location. Norwin Chamber members Colonial Grille, Cheesecake Caffè and Giant Eagle catered the event. Dr. Capozzi surprised members with door prizes, raffles and her vendor representatives.

2nd Annual Member Appreciation Day!

When: Thursday, October 23, 2008

Time: 3:00 p.m. – 7:00 p.m.

Cost: FREE

Location: Norwin Chamber Office

- **Vendor Tables Available for \$25.00.** Come and showcase and or sell your products and services. Space is limited to act now!
- Enjoy yummy food, beverage, vendor tables, chair massages, 50/50 raffle, door prizes and of course networking and friendship!
- **Wanted:** Food and beverage sponsors, goodie bag promotional products from your business, door prizes and massage therapists to give chair massages.

Contact the Norwin Chamber Today To Sponsor Food Or To Provide Door Prizes!

Norwin Chamber of Commerce 2008

Board of Directors

James M. Duffy
Chairman of the Board
Attorney at Law

James P. Gallagher
Immediate Past Chairman
RE/MAX Realty Access

Gus Slack
Treasurer
AccountingTechs, Inc.

Frank Bonincontro
Vice Chair of Governance & Finance
S&T Bank

Diana Falk
Vice Chair of Membership & Marketing
Norwin Public Library

Sharon Bone
Mary Kay Cosmetics

Karen Botti
Commercial Bank & Trust of PA

John Duncan
Duncan Financial Group

Stephen Eichelberger
Eichelberger And Sons Heating & Air
Conditioning

Jon Emrock
Edward Jones Investments

Amanda Fisher
Creative Adventure Learning Center

Brenda Kacvinsky
Minuteman Press – North Versailles

Ed Michalek
Giant Eagle

Pamala Mielnicki
Your Blessed Events

John Ott
Joseph F. Ott Funeral Home, Inc.

Dr. William Roscoe
All-Kare Chiropractic Clinic

Jill Taylor
First National Bank of Pennsylvania

Patricia Altman
Borough of Irwin

Dr. John Boylan
Superintendent, Norwin School District

Staff Members

Rosanne Barry Novotnak, President
RNovotnak@NorwinChamber.com

Chris Miller, Vice President
CMiller@NorwinChamber.com

Janet Hyde, Secretary

Linda Morris, Secretary

Gayleen Fisher, Volunteer

Cathy Schehr, Volunteer

Barbara Gulich, Volunteer

Mary Ann Chismar, Volunteer

Member Spotlight

Medical Frontiers, LLC – Andrzej Zielke, MD



As an anesthesiologist and a specialist of pain management, Dr. Zielke was extremely dissatisfied with the results of medical procedures which were available to treat chronic pain. In 2003, he got involved in the research of laser therapy as a medical director of USA Laser, Inc. based in Virginia. Encouraged by excellent clinical results of laser therapy, he decided to offer laser therapy as a noninvasive alternative to usually painful procedures for pain control. Presently Medical Frontiers, LLC uses laser therapy in their cosmetic and anti-aging programs and in the treatment of many other medical conditions. Dr. Zielke's business is growing fast and 90% of the growth is coming from direct patient referrals. They have four locations

including North Huntingdon, Mount Pleasant, Natrona Heights and Downtown Pittsburgh. Medical Frontiers, LLC services include pain management, acupuncture, laser therapy, cosmetic treatments, anti-aging programs, nutritional supplements, smoking cessation and medical spa services at the Pittsburgh location. "Our services and expertise are unique and innovative. The Norwin Chamber of Commerce allows us to meet representatives of other small business and become a part of the business community", states Dr. Zielke. To find out more about any of their unique services, contact Medical Frontiers, LLC at 412-407-7490 or www.mdfrontiers.com.

Wagner Agency – Alan Himmel

Wagner INSURANCE
Agency, Inc.

Your Independent Insurance Agent



After a lengthy customer service background, Alan joined his brother-in-law's family business, Wagner Agency, which has been around since 1941. Wagner Agency has 27 employees at their main location in

Shadyside and 3 employees (including Alan) at their Penn Township location. Alan and the Wagner Agency offers all lines of personal and commercial insurance including commercial and personal property and casualty, individual and group life, estate planning and employee benefits services. Wagner Agency believes that insurance plans should be tailored according to the customer's unique needs. They therefore spend considerable time helping their customers identify their interests and goals so that they and their employees will be served most efficiently by an

insurance plan. "We don't just quote the same coverage someone may currently have", states Alan.

Their years of experience and clout in the industry allow them to offer the same quality service for smaller policies. In effect, they are small enough to treat you like a valued customer, no matter what the size of your policy. If you would like your current insurance policy reviewed, contact Alan at Wagner Agency at 412-681-2700 or www.wagneragency.com.

Member Achievements

Members: Ed Michalek from Giant Eagle of North Huntingdon and Michele Bononi of Bononi & Bononi

Achievement: The Girl Scouts of Western Pennsylvania honored Ed Michalek and Giant Eagle with the Corporation of Distinction award. Michele Bononi was honored with the Woman of Distinction Award. The 2008 Westmoreland Awards of Distinction celebration was held on Tuesday, September 16, 2008 at the Greensburg Country Club.



Member: Bill Weber - Davis-Terzich Financial Group

Achievement: Bill was asked to join the Board of Directors for Meals On Wheels on August 21, 2008, and was also asked to become the treasurer for the organization. Bill gladly accepted both volunteer positions and is looking forward to working with the volunteers and people at Norwin Area Meals On Wheels. Bill is glad that he has the opportunity to give back to the community in this way.

Chamber Tidbit

In this new section, we will try to answer questions that we receive from members concerning various aspects of Chamber membership.

Tidbit: Information Changes

Please do not forget to notify the Norwin Chamber if any of your business information has changed. We keep track of certain database information such as your business address, phone number, fax number, email, website, contact names, etc. This is how we assemble information for our directories and send out important information via email. If we do not have the correct data, you may not be getting information that is of interest to you. Please let us know if you ever have any changes, including staffing.

Upcoming Events

Don't forget to mark your calendars and attend these upcoming events:

October 1, 2008 8:00 a.m. – 10:00 a.m.

ActionCoach Business Coaching Seminar at the Norwin Chamber Office.

Speaker: Ken Sevick

Topic: Managing Your Priorities and Time

Cost: \$25.00 for members or \$35.00 for non-members

October 1, 2008 11:30 a.m. sharp – 1:00 p.m.

Norwin Monthly Networking Luncheon at China Garden

Speaker: Keith Davis and Mary Ann Petrillo

Topic: Elder Law

October 6, 13, 20 and 27, 2008 7:30 a.m. sharp – 8:30 a.m.

C.A.R.E. (Chamber Associates Referral Exchange) at the Norwin Chamber Office. Join fellow Norwin Chamber members as we network, gain new business, discuss valuable business topics and gain priceless knowledge.

October 7, 2008 8:00 a.m. sharp – 9:30 a.m.

Women In Business Initiative at the Norwin Chamber Office.

Guest Speaker: Leia Shilobod

Topic: Networking VS Selling

Sponsor: Pittsburgh Women's Yellow Pages

October 8, 2008 5:00 p.m. – 7:00 p.m.

Monthly Business Mixer hosted by Briarcliff Pavilion

October 15, 2008 8:00 a.m. – 10:00 a.m.

ActionCoach Business Coaching Seminar at the Norwin Chamber Office.

Speaker: Ken Sevick

Topic: 5 Ways To More Profits

Cost: \$25.00 for members or \$35.00 for non-members

October 21, 2008 11:30 a.m. sharp – 1:00 p.m.

Penn Trafford Monthly Networking Luncheon at Smartie Artie's at Zackel's Restaurant in Claridge.

Speaker: Jim Morgan of Morgan.ST

Topic: Backing Up Your Data

October 28, 2008 5:00 p.m. – 7:00 p.m.

Business Mixer at Northwood Realty – Norwin Hills Location

October 29, 2008 8:00 a.m. – 10:00 a.m.

ActionCoach Business Coaching Seminar at the Norwin Chamber Office.

Speaker: Ken Sevick

Topic: How To Create A Better Team

Cost: \$25.00 for members or \$35.00 for non-members