

Vocal Point



NORWIN CHAMBER OF COMMERCE

A MESSAGE FROM THE PRESIDENT

In the last several newsletters, we've focused our efforts on networking opportunities you can take advantage of through the Norwin Chamber of Commerce. In this newsletter, I would like to focus on the philanthropic and community side of the Norwin Chamber.

In October of 2005, James M. Duffy, Attorney at Law and Norwin Chamber Chairman of the Board, instituted the Norwin Chamber of Commerce Education Foundation, Inc. The purpose of the Foundation is to assist in the continuing education of Norwin graduates. This year, the Norwin Chamber added several fundraising venues to continue and increase funding for the Scholarship Foundation.

Lottery Calendar – Lottery calendars will be sold for \$25.00 each beginning in mid-to-late November. Our goal is to sell 1,000 calendars! Each calendar has a different lottery number stamped at the top. Numbers are drawn from the daily lottery each day at 7:00 p.m. Winning numbers are paid at the end of each month. Our sincere thanks go out to those Chamber members who purchased advertising space on the calendar. Ads purchased defrayed the cost of printing. These calendars make great gifts

that can potentially keep on giving all year long!

Candy Bars – Candy Bars are currently being sold at the Norwin Chamber for \$1.00 each. There are 4 yummy flavors and proceeds also benefit the Scholarship Foundation.

Lottery calendars and candy bars can be picked up at the Chamber during regular office hours. But please don't hesitate to make a good old-fashioned **donation**. If you or your company would like to be a part of this community service and contribute to a worth-while cause, you may send your donations to:

The Community Foundation of Westmoreland County

Greensburg Garden & Civic Center
951 Old Salem Road, Penthouse
Greensburg, PA 15601

Please mark "Norwin Chamber" on your check.

Rosanne Barry Novotnak

November Calendar of Events

Date:	Meeting:	Time:	Location:
7	Membership Luncheon	11:30 a.m.	Norwin Chamber
7	Business Mixer #1	5:00 – 7:00 p.m.	Sherm Edwards
10	Member Social	5:45 p.m.	Route 66 Grille/Apple Hill Playhouse
12	North Irwin Borough Council Meeting	7:00 p.m.	Council Chambers
13	Executive Board Meeting	8:00 a.m.	Norwin Chamber
14	Irwin Borough Council Meeting	6:00 p.m.	Council Chambers
15	Business Mixer #2	5:00 – 7:00 p.m.	Mary Ann Petrillo, Attorney At Law
20	Penn Trafford Membership Luncheon	11:30 a.m.	The Great Escape Clubhouse, Jeannette PA
21	North Huntingdon Township Commissioners	7:00 p.m.	North Huntingdon Townhouse
27	Board of Directors Meeting	7:30 a.m.	Norwin Chamber
27	Business Mixer #3	5:00 – 7:00 p.m.	CSDI in North Huntingdon

Chamber Happenings

C.A.R.E.

7:30 a.m. on a Monday Morning? Are You Crazy?! It's NEVER too early to network your business with a group of individuals who are committed to seeing your business succeed.

Our newest program C.A.R.E. (Chamber Associates Referral Exchange) is growing strong and we continue to welcome more participants. C.A.R.E. is a FREE networking group exclusively for Norwin Chamber Members. Each weekly meeting has been filled with great networking and extremely valuable business information.

Upcoming topics of discussion include:

- Handling Upset Customers
- When Customers Ask You To Lower Your Rates
- Accepting Competitors Coupons
- How to Prepare Before Calling Referrals
- Creating a Sound Return Policy
- Client Gifts To Set You Apart From Your Competition
- Follow-up Etiquette

Looking for an elevated way to network your business for FREE and get the information needed to help your business succeed? Join C.A.R.E. Our group meets every Monday morning at 7:30 a.m. right at the Chamber. Start your work week off with referrals!

October Penn Trafford Membership Luncheon

The Norwin Chamber of Commerce continued its Penn Trafford Membership Luncheon series on Tuesday, October 16th. There were over 20 in attendance including guests and new members from local Penn Trafford businesses. The theme for the luncheon was Matchmaker Networking. Attendees were partnered with another Chamber member or guest from a completely different business category. Partners learned about each other's business and ended lunch by performing their partner's 30-second commercial. The Chamber extends our thanks to The Great Escape Clubhouse for providing the location and lunch. We welcome The Great Escape Clubhouse as a New Chamber Member!!!

October (Norwin) Membership Luncheon

Over 20 members attended the October 3rd monthly Membership Luncheon, which was held at Chamber Member Ferrante's Lakeview Restaurant in Greensburg. Mr. Kirk Utzinger, President of The Community Foundation of Westmoreland County, was our speaker. Mr. Utzinger enlightened members on how the foundation operates, how they touch people's lives through donations, and how we as individuals can become philanthropists even with the smallest of contributions. We saw new faces in attendance this month, which provided great networking opportunities and many referrals were shared!



Kirk Utzinger,
President of The Community Foundation
of Westmoreland County

Norwin Chamber of Commerce 2007 Board of Directors

James M. Duffy
Chairman of the Board
Attorney at Law

James P. Gallagher
Immediate Past Chairman
Remax Realty Access

John Duncan,
Vice Chair of Governance & Finance
Duncan Financial Group

Karen Botti,
Vice Chair of Membership & Marketing
Commercial Bank & Trust of PA

David Litzinger,
Vice Chair of Community Partnership &
Economic Development
Elliott Company

Frank Bonincontro, Irwin Bank

Keith C. Davis,
The Davis Financial Group

Stephen Eichelberger
*Eichelberger & Sons Heating
& Air Conditioning*

Diana Falk, Norwin Public Library

Brenda Kacvinsky,
Minuteman Press, North Versailles

Ed Michalek
North Huntingdon Giant Eagle

Pamala Mielnicki
Welcome New Neighbors

John Ott
Joseph F. Ott Funeral Home, Inc.

Gus Slack, AccountingTechs, Inc.

Dr. William Roscoe,
All-Kare Chiropractic Clinic

Nancy A. Smith, Irwin Bank

Jill Taylor
First National Bank of Pennsylvania

Patricia Altman, Borough of Irwin

Dr. John Boylan,
Superintendent, Norwin School District

Thomas Kerber, Sr.
Commissioner, North Huntingdon Township

Staff Members

Rosanne Barry Novotnak, President
RNovotnak@NorwinChamber.com

Chris Miller, Vice President
CMiller@NorwinChamber.com

Gayleen Fisher, Volunteer

Cathy Schehr, Volunteer

Barbara Gulich, Volunteer

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October Business Mixer



Just in time for the start of holiday shopping! Members enjoyed an elegant evening of fine food, networking, and gifts as they participated in the October after hours Business Mixer hosted by Shirley Family Gifts, located in Circleville. Members experienced

shopping at it's finest by viewing collectibles and gift ideas from around the world. While browsing, participants had an opportunity to network with other Chamber members. As the holiday season approaches, remember to buy something unique for your loved ones and support our local community businesses!

Member Spotlight



Dr. Carla Capozzi, DMD

Looking for a highly qualified and caring Orthodontist? Your search is over! Not only are Dr. Carla Capozzi and her staff highly qualified, but they also bring to their patients a high level of caring and customer service that is rare in today's world.

Unusual as it may sound, Dr. Capozzi knew since she was in 7th grade that her career choice would be orthodontics. This revelation came from her own ortho experience, including how well treated she was and how fun her doctor's office was to visit. This is the environment that she provides for her patients.

"I treat my patients as if they were my own children" said Dr. Capozzi.

Dr. Capozzi provides comprehensive orthodontics treatments and motivates patients to take care of their teeth by providing "goodie bags" full of useful products. She also offers technological services such as a website in which patients can view their X-rays and check on their appointments and payment schedules.

She also brings a personal touch to her office and patients. Senior portraits of her patients can be seen in every treatment room. Children color pictures for holiday seasons and contests are held for monthly patient appreciation days.

When asked why she is a member of the Norwin Chamber, Dr. Capozzi did not hesitate. She joined the Norwin Chamber to support the community in which she lives and works. She gives back to the community and supports local activities on a continual basis. Dr. Capozzi is also involved in many professional organizations like the Norwin Chamber, Women's Business Network, and the Penn Trafford Business and Professional Association.

The doctor and husband Dr. Tony Riccelli have two sons, Vince and Anthony.

If you or a member of your family are in need of orthodontic treatments, you will find the quality and care that you need from Dr. Carla Capozzi and her staff. You may contact their office at 724-744-4074, drc@drcapozzi.com or www.drcapozzi.com.

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September 18th Ribbon Cutting at Cia's



Pictured from left to right are:
James M. Duffy, Rosanne Novotnak, Brenda Kacvinsky,
Maria Brady (Owner - Cia's), Cindy Carr (Owner - Cia's)
Chris Miller, Diana Falk, Frank Bonincontro

Member Appreciation Day



We had a FANTASTIC turnout for our 1st Annual Norwin Chamber of Commerce Member Appreciation Day, held on October 18th. Every participant received a "goodie bag" filled with promotional items from various Chamber members. Lots of Chamber-related prizes were given away and a 50/50 raffle was held. Many Chamber members showcased their businesses by having vendor tables during our business expo, which continued throughout the day. Break-out Sessions held by the Central Blood Bank, Chamber Choice, and Nationwide Insurance provided members with valuable information. Our appreciation goes out to our sponsors for this wonderful event:

- Commercial Bank
- Irwin Bank
- James M. Duffy, Attorney At Law
- Nationwide Insurance
- Panera Bread
- Giant Eagle
- Colonial Grille
- Norwin Art League
- Minuteman Press
- Business Clickers
- D. Michael Salon
- Java Trails
- Northwood Realty

Member Achievements

Member: Cris Hanlon, Peace of Mind Senior Care, Inc.

Achievement: We are pleased to announce that Cris recently passed the CSA exam and is now a member of the Society of Certified Senior Advisors. This designation enables Cris to better serve his clients by understanding seniors from a comprehensive perspective, including the health, social, and financial issues affecting seniors' quality of life.

Member: Amber Moody and Dorri Hall of Juniper Village at Huntingdon Ridge

Achievement: Juniper Communities has appointed Amber Moody as Executive Director and Dorri Hall as Director of Wellness for Juniper Village at Huntingdon Ridge in North Huntingdon. Ms. Moody comes to Juniper with 15 years experience in the long-term care industry. Ms. Hall joins the staff with a solid background in senior care and as a licensed registered nurse.

Member: Rita Violette of Business Partner of Irwin

Achievement: Business Partner, a one-stop marketing franchise based in Irwin, was recently ranked nationally 1,291 out of 5,000 franchising businesses by *INC. Magazine* for franchising companies. Business Partner, which started franchising in 2001, has 24 retail stores in 17 states.

Member: Chris Miller of Watkins

Achievement: Chris was recently promoted from Bronze to Silver Independent Sales Associate last month for her product sales and service levels.

For Your Information

Monthly Business Mixers

Due to popular demand, we have added additional business mixer dates for 2008. If you or your company are interested in showcasing your business and networking with other members, please contact the Norwin Chamber to schedule your Business Mixer. Mixers are held from 5:00 p.m. to 7:00 p.m.

Enjoy/Entertainment Books

2008 Enjoy and Entertainment Books are now on sale at the Chamber. Enjoy books are priced at \$25.00 while Entertainment books are \$20.00. Enjoy and Entertainment Books make excellent holiday gifts. Get yours today!

Member Achievements

Have you or your business recently.....

- Been awarded a grant
- Received an award
- Honored at an event
- Been promoted
- Added a new service
- Had a business anniversary (10 year, 20 year, 50 year, etc.)

We want to toot your horn! Please email us any recent achievements that you or your business have experienced. It may just get highlighted in our next Vocal Point Newsletter!

Speakers Wanted

The Norwin Chamber of Commerce is seeking speakers on a variety of business topics for upcoming Chamber events, meetings, and new programs. Speakers must be knowledgeable on the topic they are representing and should be willing to donate their time as a speaker. Please contact the Chamber at 724-863-0888 if you are interested in learning more about available topics and speaking engagements.

Upcoming Events

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

November 7

11:30 a.m. – 1:00 p.m.

Monthly Membership Luncheon at the Norwin Chamber Office. Our speaker will be Gene Komondor from North Huntingdon Township Emergency Management Department. Lunch will be catered by Eat N' Park.

November 7

5:00 p.m. – 7:00 p.m.

Monthly Business Mixer hosted by and held at Sherm Edwards Candy. Please note the day as this is not the usual mixer date.

November 10

Membership Social --Need a little culture in your life? Join Norwin Chamber members for our first Membership Social event sure to offer Great Food, Great Entertaining, and Great Networking! Join us for a fabulous evening as we dine, enjoy an evening of theatre, and make new networking and referral contacts that could last a lifetime.

When: Saturday, November 10, 2007

Times: Dinner at 5:45 p.m. Play at 8:00 p.m.

Dinner Location: Old Route 66 Grille, Delmont, PA

Play Location: Apple Hille Playhouse, Delmont, PA

Play: Crimes of the Heart

Cost: \$40.00 per person (includes dinner and play)

See enclosed invitation. Deadline to RSVP is Monday, November 5th

November 15

5:00 p.m. – 7:00 p.m.

Monthly Business Mixer hosted by Mary Ann Petrillo, Attorney At Law, and held at her offices. Celebrate Irwin's Lite-Up night as you network your business and get ready for the holiday season!

November 20

11:30 a.m. – 1:00 p.m.

Monthly Penn Trafford Membership Luncheon at The Great Escape Clubhouse. Our speaker will be Dr. Dan Marston. Dr. Dan will speak to us on Consumer Psychology and why people buy like they do. This close to the holiday shopping season is a great time to know more about this topic!

November 27

5:00 p.m. – 7:00 p.m.

Monthly Business Mixer hosted by and held at CSDI in North Huntingdon.

Newsletter Inserts

How can you reach 350 potential customers in a cost effective way? Insert your business flier in our Monthly Vocal Point Newsletter. Pay only \$75 and supply us with 350 copies.

Member-2-Member Discount Program

Would you like to offer a discount to your fellow Chamber members? See the enclosed flier to learn more about how you can advertise your business to the masses!