

Member Achievements

Member: Jim Shorkey, Jr. – Courtesy Auto Group



Achievement: Jim and Courtesy Auto Group was recently featured in the October edition of Smart Business Pittsburgh Magazine as a 2008 Midsized Business Pacesetter. The article highlighted Jim's involvement in giving back to the community including participation in the Susan G. Komen Race for the Cure, offering employment to local residents and doing business with local merchants.

Member: Lucas Ohl – Ohl Insurance

Achievement: Lucas was recently asked to join the Laurel Highland's NAIFA (National Association of Financial Advisors) for the 2008-2009 year.

Member: Kevin Powanda – Four Seasons Travel

Achievement: Kevin was among the more than 375 top-producing travel agency owners and managers who recently gathered at the Disneyland Resort for the 2008 Disney's Ear-Marked Conference – a program especially designed for "Authorized Disney Vacation Planners". One reason Kevin's agency has been designated an "Authorized Disney Vacation Planner" is that at least half of its leisure travel counselors are College of Disney Knowledge graduates.

Members: The Irwin Project and the Irwin Business and Professional Association

Achievement: These truly remarkable individuals organized a "Sing For Their Supper" karaoke event in downtown Irwin on October 3rd to raise food and money for the Westmoreland County Food Bank. More than 50 singers and over 100 spectators participated in the event. Cash donations exceeded \$2,000.00 for the charity and over 1600 pounds of food products were collected.

Leadership Westmoreland Class of 2008-2009.

Top Row: Kim Tran-Allegheny Power, Lisa Henninger-Westmoreland Chamber of Commerce, Amie Pollock-Kattan-Ferretti Insurance, Courtney Baum-Saint Vincent College, Kelly Carpenter-Westmoreland County Community College, Megan Conrad-First National Bank of PA. Bottom Row: Tom Graney-Henninger Accounting Service, Scott Jendras-Westmoreland County Community College, Mike DeNezza-First National Bank of PA.



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A MESSAGE FROM THE PRESIDENT

Our upcoming Chairperson of the Board tells us all the time that we assume that members know what everything means, so I thought that I would clarify some of our upcoming events.

Every month we host a Norwin Monthly Networking Luncheon. We try to hold this on the first Wednesday of each month. However, sometimes we may have to change the date to the following week due to scheduling conflicts with other events. At these luncheons, we have guest speakers or networking activities. Attendees arriving on time may give their 30-second commercial. Luncheons are always held from 11:30 a.m. to 1:00 p.m. and the Norwin luncheons are always at a different location each month.

The third Tuesday of every month is the Penn Trafford Monthly Networking Luncheon. That schedule has remained the same. Just like the Norwin Luncheons, Penn Trafford Luncheons are held from 11:30 a.m. to 1:00 p.m. and are currently held at Smartie Artie's @ Zackel's Restaurant.

Prompt arrival at these events is greatly appreciated. We must insist on an R.S.V.P as we order food ahead of time, pay for the number of meals we call in and in some instances only have a certain number of available seats. Please do not assume that there are unlimited seats or food available. If you R.S.V.P. for a luncheon and either no-show or cancel less than 48 hours before the event, we must bill you for charges that we

will incur from the restaurant/caterer.

Every December, our Board of Directors host a Holiday Mixer at the Chamber's office. This year's mixer is being held on Wednesday, December 10th from 5:00 p.m. – 7:00 p.m. There is no charge and we typically have over 100 members and guests. This mixer is our way of saying Thank You to our Chamber members.

All of our after hours Business Mixers are open house style, which means that people can attend any time between 5:00 p.m. and 7:00 p.m. We like to receive RSVP's for mixers as this helps our hosts to know how much food and beverage to purchase and nametags are prepared for attendees. Please note that next year's mixer hours will change to 4:30 p.m. – 6:30 p.m.

Chamber Associates Referral Exchange (C.A.R.E.) meets every Monday in the Conference Room at the Chamber from 7:30 a.m. SHARP to 8:30 a.m. Those attending on time can give their 30-second commercial and tip-of-the-trade. There is a great deal of information shared at these meetings. Unlike other events, there is no need to RSVP.

The beginning of 2009 is going to bring a new program to our list of Member Benefits. Join us for the all new Business Building Breakfast. These breakfasts will take place at the Chamber once a month from 8:00 a.m. – 9:30 a.m. The format will include a panel of experts speaking on particular business topics. Attendees will have an

November Calendar of Events

| <i>Date:</i> | <i>Meeting:</i> | <i>Time:</i> | <i>Location:</i> |
|--------------|---|------------------|--|
| 4 | Women In Business Initiative | 8:00 a.m. | Norwin Chamber Office |
| 5 | Networking Luncheon | 11:30 a.m. sharp | K-Vays |
| 11 | Executive Board Meeting | 8:00 a.m. | Norwin Chamber Office |
| 12 | Business Mixer #1 | 5:00 – 7:00 p.m. | Liberty Tax Service |
| 12 | Irwin Borough Council Meeting | 6:00 p.m. | Council Chambers |
| 18 | Board of Directors Meeting | 7:30 a.m. | Norwin Chamber Office |
| 18 | Penn Trafford Membership Luncheon | 11:30 a.m. sharp | Smartie Artie's at Zackel's Restaurant, Claridge |
| 18 | Business Mixer #2 | 5:00 – 7:00 p.m. | Shirley Family Gifts |
| 19 | North Huntingdon Township Commissioners | 7:00 p.m. | North Huntingdon Townhouse |
| 26-28 | Chamber Office Closed | | |

(Continued from pg. 1) opportunity to participate in the panel discussions, ask questions and give their 30-second commercial. Please check upcoming newsletters and e-mails for more information.

Any member in good standing can insert a flier in the VocalPoint newsletter. The cost to insert a flier is \$75.00 per insert or you can choose a 3 insert package for \$195.00 and select the months that you like. We currently need 350 copies of the flier by the 15th of the month prior to the month you want the insert to go into.

If you have any questions about any events, programs or services that we provide, please feel free to contact us at the Norwin Chamber of Commerce at 724-863-0888.

And in closing....SURPRISE...your current Entertainment and Enjoy books will expire on November 1, 2008. You can purchase NEW books right here at the Chamber. Enjoy books are \$27.00 and Entertainment books are \$20.00. They make the PERFECT gift for someone who has everything!

Rosanne Barry Novotnak

Chamber Happenings

Norwin and Penn Trafford Monthly Networking Luncheons

Our October luncheons were once again well attended not only with existing members, but also new members and guests. Our Norwin luncheon was held at Chamber member China Garden where Keith Davis of Davis-Terzich Financial Group and Mary Ann Petrillo, Attorney at Law were our speakers. Keith and Mary Ann informed the group on the subject of Elder Law which included information on power of attorney paperwork, long-term care insurance, trusts and more. The Penn Trafford Luncheon featured member James Morgan from Morgan.ST. Jim spoke to the group about the importance of backing up your business and personal data and effective ways to do so.

Save The Date!

Join us for our next

Women In Business Initiative!

When: Tuesday, November 4, 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: Margaree Pertle, Liberty Tax Service

Topic: Strategic Planning For
Your Business

November Sponsor:
Killybegs, 209 Third Street, Irwin
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Business Mixers

Briarcliff Pavilion and Northwood Realty – Norwin Hills Office were the hosts for our October Business After Hours Mixers. Why are Mixers such an important benefit of being a Norwin Chamber member? Hosts of these events get to showcase their businesses on a more personal level with other members. For members, it's a chance to network with new people, give and receive leads and tour businesses that they might know nothing about. What a great networking option!

Tip: If you are hosting an upcoming mixer, you should try to attend several already scheduled mixers. This will give you an opportunity to see what the events are like as well as support others who have volunteered to be hosts. If you want members to attend your mixer, let them see you at other mixers.

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Member Spotlight



Preferred Staffing Management Services, LLC – Deborah Kelly

Seventeen years ago Deborah worked part-time for a friend who ran a local staffing company. Her friend decided to sell and Deborah decided to purchase the business and become an entrepreneur! Whether you have a production deadline to meet or simply need extra workers, Deborah's team at Preferred Staffing Management will hire the talent you need to get that project done on time. Temporary employment can offer desirable work schedules and assignments. "Our personalized service, consultative approach and innovative attitude enables us to find the best staffing solutions for our clients while advancing the careers of our employees", states Deborah. Deborah's assistant is a certified staffing professional and is accredited in Employment Law. Deborah has taken on leadership roles in her industry as well as the local community. She is presently involved in the revitalization of Downtown Irwin, active Board member of the Regional Chamber Alliance and on Irwin Council. She was previously a Board member of the Pennsylvania Staffing Association and Habitat for Humanity. Looking to solve your staffing issues, contact Preferred Staffing Management Services, LLC today at 724-864-6681 or visit www.temppreferred.com.

Upcoming Events

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

November 3, 10, 17 and 24, 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.

November 4, 2008 8:00 a.m. sharp – 9:30 a.m.

Women In Business Initiative at the Norwin Chamber Office.
Guest Speaker: Margaree Pertle, Liberty Tax Service
Topic: Strategic Planning For Your Business
Sponsor: Killybeg's - Cindy Kohler

November 5, 2008 11:30 a.m. sharp – 1:00 p.m.

Norwin Monthly Networking Luncheon

Location: K-Vay's Restaurant
Speaker: Ken Sevick

November 12, 2008 5:00 p.m. – 7:00 p.m.

Monthly Business Mixer hosted by Liberty Tax Service

November 18, 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.
Theme: Matchmaker Networking

November 18, 2008 5:00 p.m. – 7:00 p.m.

Business Mixer at Shirley Family Gifts

Chamber Tidbit

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

Tidbit: Networking Techniques

How can you get more out of our monthly After Hours Business Mixers? Try to remember these networking techniques before you attend each mixer to get the most out of your time and efforts. Bring lots of business cards. Set a goal of meeting or talking to 5 new people during the event. Bring your day planner to schedule more one-on-one meetings with the people you meet. Bring a pen to schedule meetings in your planner and make notes about your conversations on the backs of business cards. Bring your SMILE! And don't forget to follow up with people after the event.