

Vocal Point

A MESSAGE FROM THE PRESIDENT



NORWIN CHAMBER OF COMMERCE

Did You Know:

- if your yellow light comes on in the car, it's not an emergency, but you need to get it fixed as soon as possible, but if a red light comes on, you should stop as soon as it's safe because you may have already done damage to the car?
- if you have a surge protector strip in your home, it needs to be mounted on a non-flammable surface because if it's not and you have a surge, a spark can ark out the back and start a fire?
- if selling your home, proper staging can make all the difference in potential sales?
- you need to wear sunscreen even in the winter?
- cinnamon lowers blood sugar, helps with diabetes and stops bleeding of a cut or small wound?
- if a school bus had its red flashers on and the road is not divided, you must stop?
- if you trade goods (barter), you must report that to the IRS?
- you can get a free credit report once a year?
- there is no such thing as white ink?
- you need to review your merchant credit card statements to see if your credit card service is charging you hidden fees that you are not aware of?
- you should not rent your credit card processing equipment?
- you should not cover your air conditioner in the winter because they are made to withstand the weather and covering them could cause corrosion?
- you need to change your furnace filter every month? Write the date you change your filter on the filter itself with a sharpie marker so you can keep track of when you need to change it
- you should have a current and professionally done head shot ready when asked?

Getting out of bed early, especially on a Monday, is the hardest. But why do I get up early on Monday morning and arrive at the Norwin Chamber of Commerce by 7:20 a.m.? I am afraid to miss the C.A.R.E. (Chamber Associates Referral Exchange) meeting. Listed above are just some of the things I have learned over the months at C.A.R.E. meetings (in addition to all of the referrals and business contacts that take place). If I miss a meeting, I feel that I've missed so much information. The power of networking is not just in the referrals or business exchange. The power of knowledge learned about a subject, issue or industry is even greater because this knowledge affects each of our lives. And the greatest point of this all is that this knowledge is yours to gain for FREE. The C.A.R.E. program is a FREE benefit to ALL Norwin Chamber members. All you have to do is get out of bed! C.A.R.E. meets every Monday morning from 7:30 a.m. – 8:30 a.m. right here at the Norwin Chamber office. We currently have 19 C.A.R.E. members and we seem to grow with new members each week. I hope to see some new faces at our next meeting.

Rosanne Barry Novotnak

March Calendar of Events

<i>Date: Meeting:</i>	<i>Time:</i>	<i>Location:</i>
5 Membership Luncheon	11:30 a.m.	Ferrante's Lakeview Restaurant, Greensburg PA
10 North Irwin Borough Council Meeting	7:00 p.m.	Council Chambers
11 Executive Board Meeting	8:00 a.m.	Norwin Chamber
12 Business Mixer #1	5:00 – 7:00 p.m.	It's All About Me Permanent Makeup, Irwin PA
12 Irwin Borough Council Meeting	6:00 p.m.	Council Chambers
18 Board of Directors Meeting	7:30 a.m.	Norwin Chamber
18 Penn Trafford Membership Luncheon	11:30 a.m.	The Great Escape Clubhouse, Jeannette PA
19 North Huntingdon Township Commissioners	7:00 p.m.	North Huntingdon Townhouse
25 Business Mixer #2	5:00 – 7:00 p.m.	Bair Insurance, Irwin



New Event!

Women In Business Initiative: Educating, Inspiring And Empowering Women In Business

Did You Know.....

- 86% of all personal wealth is controlled by women...
- Women account for 50% of all business travel...
- Women purchase or influence the purchase of 81% of all products and services...
- 62% of all shareholders are women...
- Women are opening businesses at twice the rate of men...
- Minority-owned businesses are growing at four times that rate...
- Women account for 47% of the workforce...

The Norwin Chamber of Commerce "Women In Business Initiative" was created to give female chamber members and female employees of Chamber member companies an opportunity to network and receive valuable information on topics that relate to women.

The "Women In Business Initiative" meets the first Tuesday of each month starting in March. Each monthly forum will run from 8:00 a.m. to 9:30 a.m.

Each month's agenda includes:

- Introductions/30-second commercials
- Business Growth Series (Presenter Each Month/Monthly Topics)
- Business Forum (Networking)

Join us for our first Women In Business Initiative!

When: Tuesday, March 4, 2008

Time: 8:00 a.m.

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

Location: Norwin Chamber of Commerce

Speaker: **Patty Kreamer of Kreamer Connect, Inc.**

Topic: "We Have To Stop Meeting Like This".

How To Run Effective Meetings.

Manage late-comers, dealing with no-shows, starting and ending on time, agendas, interruptions, staying on topic, boring meetings, effective topics and more!

March Sponsor: Business Partner of Irwin

324 Main Street, Irwin PA 15642 • Phone: 724-863-7888

www.businesspartner.com

Thank You Rita Violette!

Only 50 Seats Available So.....

Reserve Your Seat Today at 724-863-0888 or cmiller@norwinchamber.com

Norwin Chamber of Commerce 2008

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Member Spotlight



Anna Burton Driving School

If you had told Anna 10 years ago that she would be living in the United States and owning her own driving school, she would not have believed it. Anna worked out of the

country for a non-profit organization in which she revamped their driving school and oversaw five sites. After settling back in the United States and starting a family, Anna decided to take her driving school experience and open up the Anna Burton Driving School in January of 2006. Why select Anna Burton Driving School? Anna has driven on three different continents and has even taken driver's education in Germany. "Driving on the roads is like dealing with different types of personalities", Anna stated. Having international driving and life experiences gives her school an interesting viewpoint on how her students should be driving. Anna enjoys networking and supporting Chamber members. "Everyone wants to do business with someone they know and trust", she says. Anna feels that the Norwin Community is a great place to live and do business and she strongly believes in the purpose of the Norwin Chamber of Commerce. If you know any teens, adults or senior citizens that need assistance with driver's education, driving lessons or driver's test taking, contact Anna Burton Driving School at 724-861-5601.

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Ellen Deslam Enterprises

Ellen Deslam Enterprises is owned and operated by Ellen Deslam of Greensburg. They are a marketing specialist company providing cost effective, direct to business and consumer advertising products. They can also produce and manage events, large or small. Ellen Deslam has over 50 years experience in event management and is an expert in providing opportunities for businesses to reach the 40 and older audience with the Latshaw Productions Show Program Booklet. Latshaw Productions has been the area's largest entertainment provider for over 23 years. Ellen Deslam Enterprises has been marketing their business by promoting their shows at the Palace Theatre in Greensburg

and at Seven Springs Mountain Resort in Champion. This fall Ellen Deslam Enterprises launched their newest marketing opportunity, Your Community Welcome Service. Your Community Welcome Service is a cost effective way for businesses to reach the new homeowner market before residents find out about their competition. The mission for this program is to match quality, local businesses with new homeowners. Ellen Deslam Enterprises has also developed the 2008 Women's Entrepreneur Business Expo, being held on April 26, 2008 at the Four Points Sheraton in Greensburg and the Education Tent at the Relay For Life in Latrobe on June 21, 2008. If you would like more information on how you can be a part of the Latshaw Productions booklet, the Your Community Welcome Service, the Women's Expo or the Education Tent, contact Ellen at 724-837-3713.

Chamber Happenings

Save The Date!

The Norwin Chamber Annual Dinner, "Chamberibbean" is scheduled for Thursday, April 10, 2008 at Stratigos Banquet Centre from 5:00 p.m. – 10:00 p.m. This year's dinner will have a festive Caribbean theme and will feature the very popular Business Expo. New to the dinner this year will be the Norwin Chamber Cash Challenge. Individuals will have an opportunity to purchase a number (only 200 tickets will be available) for \$50.00. The night of the dinner, all 200 numbers will be drawn. Of those 200 numbers, there will be eight \$100.00 winners and one lucky winner could win \$2,000.00! See our enclosed flier for more details and look in the mail for your Annual Dinner invitation in the near future!



The Excellence In Education Luncheon will be held on Wednesday, May 28, 2008 at Stratigos Banquet Centre. The top 20 students (or top 5%) from Norwin High School will be honored that day. If you would like to sponsor a young student and their family members at this luncheon, please contact the Norwin Chamber at 724-863-0888 or RNovotnak@norwinchamber.com. Sponsorships are \$60.00.

The Norwin Chamber of Commerce Annual Golf Invitational is scheduled for Friday, June 13, 2008 at the Madison Club in Madison, PA. There will be a 10:30a.m. Shotgun start. A continental breakfast, boxed lunch and steak dinner will be included. Watch for upcoming fliers and email newsletter with additional information.

Chamber Happenings Continued.....

Norwin Monthly Membership Luncheon

Chamber members had an opportunity to network and hear fellow Norwin Chamber member Fran Fisher of Fisher Services speak on the topic of buying foreclosed real estate. Many people now have an interest in purchasing real estate at low cost and either renting that property, or fixing it up and reselling for a means of additional income. Mr. Fisher discussed low-cost ways of making this happen. Lunch this month was catered by Norwin Chamber member Eat N' Park and it was delicious as usual!

Norwin Teachers Federal Credit Union Mixer

Over 40 Chamber members and guests attended this month's Business Mixer at the Norwin Teachers Federal Credit Union. Members enjoyed a delicious spread of food while they networked and learned about the services that the Credit Union provides to its members.

Penn Trafford Monthly Membership Luncheon

The Norwin and Penn Trafford business communities networked together at our monthly membership luncheon. Jeff Tobe of Coloring Outside The Lines was our guest speaker. Jeff taught members how creative thinking can help make our businesses prosperous. The Norwin Chamber of Commerce presented Mr. Tobe with a donation for his charity (Teen Oasis).

Norwin Public Library Mixer

A western theme was enjoyed by Chamber members and guests as the Norwin Public Library celebrated Buffalo Bill Cody's birthday and the Norwin Chamber mixer. Member and guests also enjoyed a tremendous amount of networking opportunities, yummy food and tours of the library. Everyone that attended was allowed to take something home for free provided they agreed to return their items within three weeks.

Member Achievements

Member: Elaine Baker, National City Bank – Harrison City Branch

Achievement: National City, in a corporate wide recognition program across the United States, awards an annual Sales Trip to its Top Performers. This year, Elaine ranked 5th out of 1050 Office Managers and won a week long trip to Marco Island, Florida. Also being recognized at her branch are the Sales Associate and Branch Manager. There are also employees from the Irwin Branch and North Huntingdon Branch who are earning this trip as well. Congratulations Elaine!

Member: Steve Eichelberger, Eichelberger & Sons Heating & Air Conditioning

Achievement: Eichelberger & Sons Heating & Air Conditioning were voted for the 2nd year in a row the Tribune Review's Reader's Choice for Best Heating & Air Conditioning Gold Level. Congratulations Steve and staff!

Member: Jane Noel, Computers Made Easy



Achievement: Jane was named the Greensburg BPW's (Business and Professional Women) Woman of the Year 2007-2008. Friends and family attended the event and \$1200.00 was raised for the BPW scholarship fund. Congratulations Jane!

Upcoming Events

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

March 3, 10, 17, 24 and 31, 2008 7:30 a.m. – 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.

March 4, 2008 8:00 a.m. – 9:30 a.m.

Women In Business Initiative held at the Norwin Chamber office. Our speaker will be Patty Kreamer of Kreamer Connect. Ms. Kreamer's topic is "We Have To Stop Meeting Like This" – How to run effective meetings. Our March sponsor is Rita Violette, owner of Business Partner in Irwin.

March 5, 2008 11:30 a.m. – 1:00 p.m.

Monthly Norwin Membership Luncheon at Ferrante's Lakeview Restaurant. Our speaker will be Mark Ickes from the Laurel Highlands Visitor's Bureau. Mr. Ickes's topic is "How the Laurel Highlands Visitor's Bureau and Wayfinding Sign programs can benefit your business".

March 12, 2008 5:00 p.m. – 7:00 p.m.

Monthly Business Mixer hosted by and held at It's All About Me Permanent Makeup (Kathy Sikora) at 441 Wendel Road, Irwin PA. Call 724-864-6114 for directions or email Kathy at ksikora1@comcast.net.

March 18, 2008 11:30 a.m. – 1:00 p.m.

Monthly Penn Trafford Membership Luncheon at The Great Escape Clubhouse. This month's theme is the ever-popular Matchmaker Networking.

March 25, 2008 5:00 p.m. – 7:00 p.m.

Monthly Business Mixer hosted by Bair Insurance Group, 9345 Rt. 30. N. Huntingdon PA.

For Your Information

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.)
- Made substantial investments in your facility/facilities or equipment
- Increased your workforce by more than 10% during the past 12 months

We want to toot your horn! Please email us any recent achievements that you or your business has 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.

Newsletter Inserts

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