



RICHLAND AREA  
**CHAMBER**  
*of* **COMMERCE**

# Chamber Link



December 2016  
Volume 67

Please join us in congratulating our 2016 Small Business of the Year Awards honorees!



Winners - Richland Source (14 Employees & Under) and Alumni Roofing Co. (15 Employees & Over)



Finalists - Eberts Heating & Cooling, Wishmaker House Bed & Breakfast and Winery, Carousel Works, Featheringham Orthodontics

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Entrepreneur

Richland Community Development Group  
Southern Title



# Why I Am Thankful

By: Jodie A. Perry, IOM  
@RichlandAreaCh



Earlier this year I made a change in my life. I should tell you that I am a bit of a dreamer, I love thinking about the possibility of what might be. That can be a great personality trait to have, it certainly keeps me looking on the bright side of things (most of the time). But the downside is that I can sometimes get too caught up in “what might be” and forget to appreciate “what actually is.” I was always thinking about the next big thing to look forward to (ie. vacation, seeing friends & family) and the mundane days of life were just slipping by.

But it struck me earlier this year that life is mostly made of those “mundane” days. You get up, go to work, come home, go to bed, repeat. And the funny thing is, when life gets stressful & challenging, I often find myself longing for those mundane days that I so often forget to appreciate. So in late March I decided to make a change. I didn’t want to live in a mindset where I was only excited about the weekend, or my next travel destination. I wanted to try to find the beauty in every day.

I started a journal where I write down at least 3 things that day for which I am thankful. Sometimes they were work related, sometimes they were personal but I noticed almost immediately that I never wrote just three. My average is probably four but some days demand even more. There have been a few very difficult days where I just have to think broadly about the blessings in my life. But most of the time they are unique to that day.

You know what I’ve noticed? My attitude has changed as well. 2016 has been a pretty stressful year for me overall. There’s been changes at work, personal challenges and more. And yet, for most of the year I have kept a pretty even keel about things. I have found the good mixed in with the stress and it’s helped me get through it.

So by now you’re thinking, “why the heck is she writing about this for the Business Journal?” I share it so that maybe it will help someone else who may be struggling with things. It’s certainly not a cure all, but it definitely can help. I also share it to get myself back on track with what has been a more sporadic practice as of late. Finally, I share it as background so I can tell you what I’m thankful for in this community.

First, I’m thankful to be living in Richland County. That may shock some people, but I tell you honestly I really love living here. This community has welcomed me with open arms and I have thoroughly enjoyed being here for the last 2+ years.

Second, I’m thankful that there is a spirit of collaboration in this community. Silos in a community are almost never a healthy thing. I understand why they often go up, but when communities and organizations exist in silos we lose the potential of what might be when we work together. There is a great spirit of working together that exists in our community right now and I am very thankful for that.

Third, I’m thankful for our business community. In the national discourse, business often gets a bad rap. On the local level, however, we have a very strong and supportive business community. Most of the businesses here understand that they do more than just their main business, they understand that they are a part of the fabric of the community and play an important role in that.

Finally, I’m thankful for people who care. In my time here I’ve met lots of people in every area of the county who care deeply. They are working every day to make this community a better place for all people. We’ve come a long way from the bumper stickers of the early 90’s that said “Last one out of Mansfield, turn off the carousel.” We have people who are choosing to stay, to move back or to move here for the first time and roll up their sleeves to help this community move forward.

Let’s give thanks for the great things that are happening, and work together to fix the rest.

*Article originally appeared in the November 30th edition of the Mansfield News Journal/Business Journal*

## Chamber Staff

Contact us @ 419-522-3211 or e-mail us:  
[info@richlandareachamber.com](mailto:info@richlandareachamber.com)

Jodie A. Perry, IOM, President  
Lisa Duckworth, Program & Events  
Stephany Elgin, Member Services  
Angie Fanello, Marketing & Communications

## Are You Receiving Email Communications from the Chamber?

**If not, you are missing out on  
important information!**



The Chamber emails the staff of our members important information such as news updates, legislation issues, upcoming events, training opportunities, and much more! If you wish to receive email from the Chamber, let us know at 419-522-3211 or email [lduckworth@richlandareachamber.com](mailto:lduckworth@richlandareachamber.com).



# JOIN US! 4 Great Learning & Networking Events

12/2/16

Chamber Coffee  
Mansfield YMCA  
7:30-8:30am

Join us for Open Discussion while  
Enjoying Your Morning Coffee!

## CHAMBER COFFEE

Join our President, Jodie Perry, at our next "Chamber Coffee" session. You will have the chance to do some networking, share updates about your business, and participate in open discussion.

There is **no charge** to attend, but seating is limited, so please reserve your spot (see registration information at bottom of page).

12/7/16

Business Boot Camp  
Richland Area Chamber  
7:30-9:00am

Learn more about LinkedIn!

## BUSINESS BOOT CAMP ☆☆☆☆ SERIES

Join us at the Chamber as we learn more about how to use LinkedIn to enhance your social media presence! Continental Breakfast Provided. The cost is \$15.00 - please RSVP to reserve your spot. (see full page flyer inside this newsletter).

**LinkedIn**

12/8/16

Business After Hours  
Mansfield Art Center  
5-7pm



ROBY FOSTER MILLER EARICK  
**RFME**  
INSURANCE  
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You won't want to miss our next Business After Hours, Thursday, December 8th at the Mansfield Art Center, 5-7pm, sponsored by RFME Insurance & Schmidt Security Pro. Food is being catered by City Grille, entertainment by EKG and much more! Admission is free if you reserve your spot by Monday, December 5th (see full page flyer inside this newsletter).

12/21/16

Lunchwise Wednesday  
Women's Luncheon  
Ed Picken's Café on Main  
11:45-1pm

Network and Be Inspired  
by Local Women!

## Lunch WISE WEDNESDAY

Mark your calendar for the 3rd Wednesday of each month to join a group of dynamic, innovative local women for a time of powerful networking and motivation, as well as a chance to learn more about your community. Our next lunch features **Rebecca Owens** talking about **Giving**. The cost is \$14.00 for a special holiday lunch buffet - please RSVP to reserve your spot. (see registration information at bottom of page).

This collaborative new series is being co-hosted by the Richland Area Chamber of Commerce, Mind Body Align and the Small Business Development Center at NCSC.

### 3 WAYS TO REGISTER for these events (or any other Chamber event):

- Register using the event calendar at [richlandareachamber.com](http://richlandareachamber.com)
- Call 419-522-3211
- Email [lduckworth@richlandareachamber.com](mailto:lduckworth@richlandareachamber.com)

[www.richlandareachamber.com](http://www.richlandareachamber.com)

Richland Area Chamber Member

# SPOTLIGHT



The **APICS North Central Ohio Chapter** was awarded the Chapter Benchmarking and Reporting (CBAR) Silver award. The Chapter Benchmarking and Reporting (CBAR) program was created by APICS volunteers, to recognize chapters that go beyond the minimum required standards, to provide exemplary service to their members and customers.



On November 1st, **Fleet Relief Co.** celebrated two decades of service. President George Rohaly would like to thank his employees, customers and vendors for making the business a success. Fleet Relief provides repairs and maintenance on trucks and trailers for commercial fleets and privately owned customers.

## PLEASE NOTE

The Chamber office  
will be closed on the  
following dates:

December 23

December 26

December 30

January 2

## SAVE THE DATE!



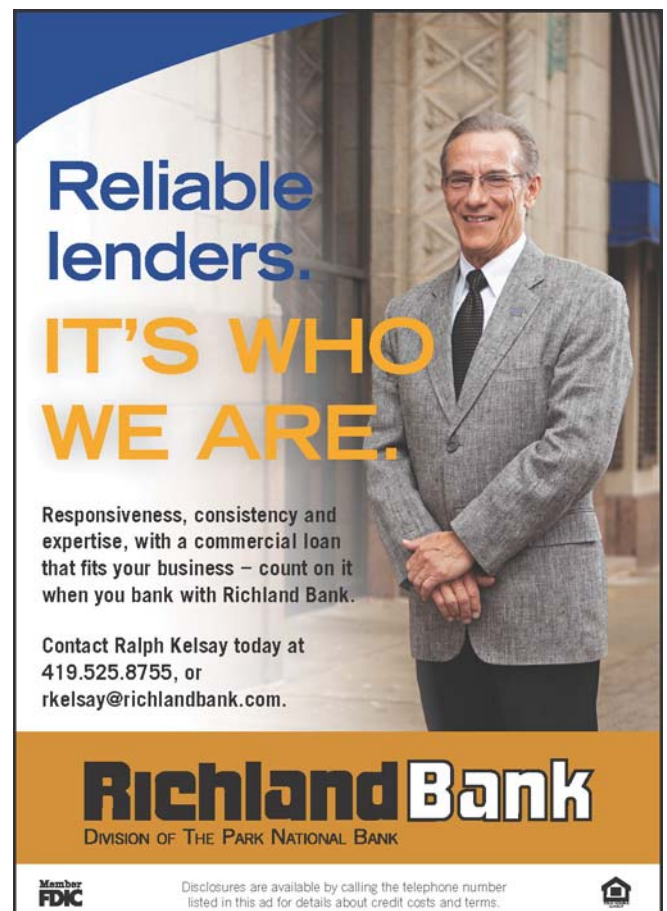
**January  
Business After Hours**

January 19, 2017

at the Richland Academy of  
the Arts



**Richland  
Public Health**  
Prevent. Promote. Protect.  
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DIVISION OF THE PARK NATIONAL BANK

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Disclosures are available by calling the telephone number listed in this ad for details about credit costs and terms.



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|                 |                          |
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| TeleHealth      | Special Care             |
| Mental Health   | Personal Care            |

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VISITING NURSE ASSOCIATION OF OHIO  
Your health at home

[www.richlandareachamber.com](http://www.richlandareachamber.com)



When you  
live here,  
you love  
it here.



There's something special about our community. You know it when you live here, work here and play here. Whether you've been here all your life or discovered our community along the way, you know what it means to be home. That's why Richland County isn't just where we have our bank, it's where we have our heart.

**Mechanics**  
BANK

Richland County's only  
independent bank



MyMechanics.com 419-524-BANK



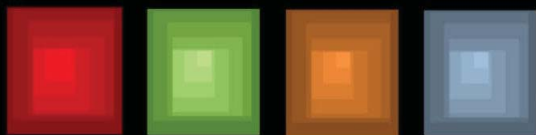
**Mansfield's Newest Cafe!**

Located in the Municipal Building  
Serving Breakfast & Lunch

www.citygardencafe.org  
419-522-0035  
30 N Diamond St - 3rd Floor  
Mansfield, OH 44902  
Mon-Fri: 7am - 3:30pm  
Free Wi-Fi Inside

Bring this ad in  
& receive a **FREE**  
**Triple Chocolate**  
**Chunk Brownie**  
with purchase

**Element of Art**



s t u d i o / g a l l e r y

96 North Main Street, Mansfield, Ohio 44902

Phone: (419) 522-2965

www.eoastudiogallery.com



## Upcoming Events



- 12/2/16 — Chamber Coffee/Mansf. YMCA 7:30-8:30am
- 12/7/16 — LinkedIn Business Boot Camp Workshop @ Chamber, 7:30-9am
- 12/8/16 — Bus. After Hours/Mansfield Art Center 5-7pm
- 12/13/16 — Business Advocacy Committee 8-9am
- 12/16/16 — Ambassadors Meeting 8-9am
- 12/20/16 — Business Expo Committee 9-10am
- 12/21/16 — Chamber Board Meeting 7:30-9am
- 12/21/16 — Lunchwise Wednesday Women's Luncheon @ Ed Picken's 11:45-1pm
- 1/19/17 — Business After Hours/Richland Academy 5-7pm
- 1/26/17 — Chamber Annual Meeting & Dinner @ Kehoe Center, 5:30pm
- 3/15/17 — Business After Hours/"Expo Eve" 5-7pm
- 3/16/17 — Business Expo
- 4/26/17 — Business Professionals Day Luncheon
- 7/28/17 — Chamber Golf Classic
- 10/24/17 — Savor & Sip Auction and Food Tasting
- 11/17/17 — Small Business of the Year Awards

Watch your e-mail for more upcoming events!

## RICHLAND NEWHOPE INDUSTRIES INC.

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# **Chamber** **Annual Meeting & Dinner** **Sponsorships**

**January 26<sup>th</sup>**

## **Platinum** **Sponsorship** **\$1000**

- \* Full page ad in the program book
- \* Full table (8 tickets) and table sign
- \* 2 bottles of wine at the dinner table
- \* Corporate name recognition in all publicity regarding this event\*
- \* Business name & logo recognition during the slide show
- \* Recognition from the podium of sponsorship
- \* Business name, logo and link on Chamber website event page
- \* 8 Drink Tickets

## **Gold** **Sponsorship** **\$500**

- \* Half page ad in the program book
- \* Half table (4 tickets) and table sign
- \* Corporate name recognition in all publicity regarding this event\*
- \* Business name & logo during the slide show
- \* Business name, logo and link on Chamber website event page
- \* 4 Drink Tickets

## **Silver** **Sponsorship** **\$325**

- \* Quarter page ad in the program book
- \* 2 tickets to the event
- \* Business name listed during the slide show
- \* Business name on Chamber website event page
- \* 2 Drink Tickets

## **Bronze** **Sponsorship** **\$150**

- \* Business card ad in the program book
- \* Business name on Chamber website event page
- \* 1 ticket to event
- \* 1 Drink Ticket

\*Sponsorship must be received at least six weeks in advance to take complete advantage of this benefit

### **Richland Area Chamber of Commerce**

55 N. Mulberry Street, Mansfield, OH 44902

(419) 522-3211 Fax (419) 526-6853

[www.RichlandAreaChamber.com](http://www.RichlandAreaChamber.com)

**Turn page over for response form**

**Thursday, January 26th, 2017**

*Social Hour at 5:30pm*

*Dinner at 6:30pm*

**Ralph Phillips Conference Center  
at the Kehoe Center**

**\$40.00 per person (before 1/17)**

**\$50.00 per person (after 1/17)**

## 2017 Annual Meeting & Dinner Thursday, January 26, 2017

Name of Sponsor: \_\_\_\_\_

Contact Name: \_\_\_\_\_ Phone Number: \_\_\_\_\_

Sponsorship Levels:

|          |                    |
|----------|--------------------|
| Platinum | \$1000 (8 tickets) |
| Gold     | \$500 (4 tickets)  |
| Silver   | \$325 (2 tickets)  |
| Bronze   | \$150 (1 ticket)   |

**Ads are due to the Chamber by Monday, January 16<sup>th</sup>**

Send electronically in PDF or JPG format to

Angie Fanello at [afanello@richlandareachamber.com](mailto:afanello@richlandareachamber.com)

| Names of Attendees | Choose One:                                      |  |  |
|--------------------|--|--|--|
|                    | Culotte Steak<br>with caramelized<br>onion sauce | Chicken Breast<br>with peach Riesling<br>sauce | Ricotta stuffed<br>pasta shells with<br>marinara |
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|                    |  |  |  |

### **INDIVIDUAL TICKETS**

\$40.00 per person (before 1/17)  
\$50.00 per person (after 1/17)

Order by calling the Chamber at  
419-522-3211 or online at  
[www.RichlandAreaChamber.com](http://www.RichlandAreaChamber.com)

Please return form with payment to:

Lisa Duckworth

Richland Area Chamber of Commerce

55 N. Mulberry Street

Mansfield, OH 44902

Phone: (419) 522-3211

Fax: (419) 526-6853



**RICHLAND AREA  
CHAMBER  
of COMMERCE**  
Strong Business • Strong Community

# Richland Area Chamber ATHENA Leadership Award Nomination

Awarded at Chamber Annual Meeting – January 26<sup>th</sup> *Sponsored by Richland Bank*



2016 Awardee - Melanie Riggelman

The ATHENA Leadership Award is one that is given out nationally and internationally and is a well-known achievement which highlights a woman who is honored for professional excellence, community service and for actively assisting women in their attainment of professional excellence and leadership skills.

Each nominee must live or work in north central Ohio.

**The deadline has been extended to December 9, 2016.**

Typed information is requested – you are welcome to contact the Chamber for an electronic version. You may also include additional sheets if necessary.

## NOMINEE:

Name: \_\_\_\_\_

Title: \_\_\_\_\_ Company: \_\_\_\_\_

Business Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ ZIP: \_\_\_\_\_

Work Phone: \_\_\_\_\_ Home Phone: \_\_\_\_\_ Email: \_\_\_\_\_

## NOMINATOR:

Name: \_\_\_\_\_ Title: \_\_\_\_\_  
(Please Print)

Business/Company: \_\_\_\_\_

Phone Number \_\_\_\_\_ Email: \_\_\_\_\_

Nominator's Signature: \_\_\_\_\_

**DEMONSTRATES SUPPORT OF PROFESSIONAL WOMEN:** Provide specific example(s) of how the nominee has demonstrated support for the advancement of business and professional women.

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**BUSINESS ACCOMPLISHMENTS:** List special recognitions, projects and achievements. Include business-related affiliations, directorships, trusteeships or other designations.

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**COMMUNITY SERVICE:** Describe local, county and state level participation, length of service and offices held in civic and service organizations, charitable activities, political pursuits, religious groups, chambers of commerce, merchants' associations, etc.

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**OTHER MEMBERSHIPS, ACHIEVEMENTS, AWARDS, PUBLICATIONS:** Nominees already may have been honored for service to their profession, industry or community. They also may have publications to their credit or articles published supporting their service to their profession, industry or community. Please list awards and honors received which support this nomination.

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**ADDITIONAL INFORMATION PERTAINING TO CRITERIA:** Discuss briefly any other factors you believe are important for consideration of your nominee for the Athena Award.

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*Sponsored by:*

*Please return completed nomination form by December 9, 2016, to*



Richland Area Chamber of Commerce  
55 N. Mulberry Street, Mansfield, OH 44902  
Phone: 419-522-3211 Fax: 419-526-6853  
Email: [lduckworth@richlandareachamber.com](mailto:lduckworth@richlandareachamber.com)



Register by  
February 10<sup>th</sup>  
for best pricing!

Hurry!  
Booths are  
limited!

**DETAILS:**

- **Thursday, March 16th, 11-5pm, at the Richland County Fairgrounds**
- **Set up will take place from 3-5pm on Wed., March 15<sup>th</sup>** to allow for the "Expo Eve" **Business After Hours** taking place 5-7pm that evening - last year 300+ attended!
- Enjoy an exciting "Spring Training" theme!
- Booth prizes will be awarded for: Most Creative, Best Use of Theme, & People's Choice
- A special "Tailgating Breakfast" will be held just prior to the opening of the Expo, providing vendor networking, coffee & donuts
- Admission will be free, and once again, we will find various ways to promote the Expo to the public.

**COST:** The booth cost is only \$175 if you reserve your space before February 10th. After this date, the booth cost will be \$225. Booth size is 8 x 10. This includes 8 ft. table, two chairs, and electricity/wifi.

*THIS EVENT WILL SELL OUT! TO GUARANTEE A SPOT, PLEASE RESPOND PROMPTLY!*

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**COMPLETE FORM AND RETURN WITH PAYMENT AS SOON AS POSSIBLE TO RESERVE A BOOTH**

(BOOTH SPACE OFFERED ON FIRST COME, FIRST SERVE BASIS)

☐

WE AGREE TO HAVE OUR BOOTH SET UP FROM 5-7PM ON MARCH 15TH FOR THE EXPO BUSINESS AFTER HOURS AND FROM 10:30AM-5:00PM ON MARCH 16TH FOR THE EXPO. WE UNDERSTAND THAT IF WE DO NOT CANCEL BEFORE MARCH 3RD, WE WILL STILL BE CHARGED FOR THE BOOTH.

Organization: \_\_\_\_\_

Address: \_\_\_\_\_

Contact person: \_\_\_\_\_ Email: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

**PAYMENT:** ☐ check enclosed ☐ VISA/MC/DISC# \_\_\_\_\_

exp. \_\_\_\_/\_\_\_\_ Security Code \_\_\_\_\_

Address of Cardholder \_\_\_\_\_

**Phone:** 419-522-3211 • **Fax:** 419-526-6853 • **Email:** lduckworth@richlandareachamber.com

**Mail:** Richland Area Chamber of Commerce • 55 N. Mulberry St., Mansfield 44902



## SPONSORSHIPS

**Please return by  
February 10th!**

### Grand Slam Sponsor — \$1,000

3 Available (1 has been sold)

- Double booth spaces in a prime location
- Aisle will be referred to as "Company Name Aisle" in verbal and printed references
- Logo (large) on goodie bag given to attendees
- Logo (large) on Expo posters
- Logo/name on any additional Expo ads such as radio, billboard and print
- Logo (large) on booth map provided to attendees
- Logo & link on Chamber website for Expo
- Logo promotion on Chamber social media
- Paid Expo social media campaign featuring company photo (\$\$\$\$)
- Logo in Chamber Newsletter regarding Expo
- Up to 3 items in goodie bag given to attendees
- Logo & link on Chamber email blasts for Expo

### Triple Sponsor — \$750

- Logo (small) on goodie bag given to attendees
- Logo (small) on Expo posters
- Logo on any major print media advertising
- Logo & link on Chamber website for expo
- Logo promotion on Chamber social media
- Paid Expo social media campaign featuring company photo (\$\$\$)
- One (1) booth space in a prime location
- Name in Chamber Newsletter regarding Expo
- Up to 2 items in goodie bag given to attendees
- Logo & link on Chamber email blasts for Expo

### Double Sponsor — \$500

- Name on goodie bag given to attendees
- Name on Expo posters
- Logo on any major print media advertising
- Name & link on Chamber website for Expo
- Logo promotion on Chamber social media
- Paid Expo social media campaign featuring company photo (\$\$)
- Name in Chamber Newsletter regarding Expo
- One (1) item in goodie bag give to attendees
- Save \$75 on a booth space
- Name listed on Chamber email blasts for Expo

### Single Sponsor — \$250

- Name on Expo posters
- Logo on any major print media advertising
- Name on Chamber website for Expo
- Name promotion on Chamber social media
- Paid Expo social media campaign featuring company photo (\$)
- Name in Chamber Newsletter regarding Expo
- Name listed on Chamber email blasts for Expo
- Save \$50 on a booth space

**COUNT US IN AS A SPONSOR FOR THE 2017 BUSINESS EXPO!**

**Organization:** \_\_\_\_\_

**Address:** \_\_\_\_\_

**Contact person:** \_\_\_\_\_ **Email:** \_\_\_\_\_

**Phone:** \_\_\_\_\_ **Fax:** \_\_\_\_\_

**PAYMENT:** ☐ check enclosed ☐ VISA/MC/DISC# \_\_\_\_\_

exp. \_\_\_\_/\_\_\_\_ Security Code \_\_\_\_\_

Address of cardholder: \_\_\_\_\_

**Phone:** 419-522-3211 • **Fax:** 419-526-6853 • **Email:** lduckworth@richlandareachamber.com

**Mail:** Richland Area Chamber of Commerce • 55 N. Mulberry St., Mansfield 44902



# BUSINESS **AFTER** HOURS

**Mansfield Art Center**

700 Marion Ave. Mansfield

**Thursday, December 8<sup>th</sup>**

**5-7pm**



*Sponsored by:*

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**RFME**

**INSURANCE**

TRUSTED ■ PROVEN ■ PREFERRED



*Live Music by:*



*Catered by:*



**Please Join us for Great Food, Prizes & Networking in a Beautiful Setting!**

*Is this your first Business After Hours? Join us from 4:30-5pm to meet our friendly Chamber Ambassadors!*

*Please fax, email or mail this registration to the Richland Area Chamber of Commerce by Monday, December 5<sup>th</sup>, 2016*

*Cost: Free for Members (if registering on or before 12/5)*

Company \_\_\_\_\_

Names & Emails of Attendees:

New Member  
Reception?

Name: \_\_\_\_\_ Email: \_\_\_\_\_ ☐

Name: \_\_\_\_\_ Email: \_\_\_\_\_ ☐

Name: \_\_\_\_\_ Email: \_\_\_\_\_ ☐

Name: \_\_\_\_\_ Email: \_\_\_\_\_ ☐

Name: \_\_\_\_\_ Email: \_\_\_\_\_ ☐

**PLEASE RSVP NO LATER THAN DECEMBER 5<sup>th</sup>, 2016**

55 N. Mulberry Street, Mansfield, OH 44902

P: (419) 522-3211 F: (419) 526-6853

[info@richlandareachamber.com](mailto:info@richlandareachamber.com)

Online registration is available at [richlandareachamber.com](http://richlandareachamber.com)



**RICHLAND AREA  
CHAMBER  
of COMMERCE**

**Strong Business.  
Strong Community.**





# RICHLAND AREA CHAMBER of COMMERCE

Strong Business  
Strong Community



## Richland Area Community Guide

The 17th annual Richland Area Community Guide & Member Directory will be available to Chamber members, area residents, hotels, realtors, local attractions, new residents & businesses in February!

Now is the time to guarantee that your business has a prominent place in this full color magazine and member directory used as a first-stop for top-level area networking and resource to the community! Capitalize on additional exposure as your ad will be seen on the highest online readership in Richland County at [MansfieldNewsJournal.com](http://MansfieldNewsJournal.com)!

### 2017 Richland Area Community Guide Advertising Opportunities

|  |                |   |              |
|--|----------------|---|--------------|
| <input type="checkbox"/> <b>Centerspread</b> +43,000 impressions       | <b>\$3,500</b> | <input type="checkbox"/> <b>1/2 Page</b> +27,000 impressions      | <b>\$850</b> |
| <input type="checkbox"/> <b>Back Cover</b> +37,000 impressions         | <b>\$3,100</b> | <input type="checkbox"/> <b>1/4 Page</b> or Strip ad +24,000 imp. | <b>\$675</b> |
| <input type="checkbox"/> <b>Inside front / back cover</b> +32,500 imp. | <b>\$2,100</b> | <input type="checkbox"/> <b>1/8 Page</b> +18,000 impressions      | <b>\$400</b> |
| <input type="checkbox"/> <b>Full Page</b> +30,000 impressions          | <b>\$1,500</b> | <input type="checkbox"/> <b>Business Box</b> +12,000 impressions  | <b>\$225</b> |
| <input type="checkbox"/> <b>Expanded listing</b> (25 words)*           | <b>\$100</b>   | <input type="checkbox"/> <b>Additional category*</b>              | <b>\$21</b>  |

All ads include 25 word expanded business listing.

Impressions served on [www.mansfieldnewsjournal.com](http://www.mansfieldnewsjournal.com) - 300x250.

*\*No online included in these selections*

**NEW BENEFIT** - Receive a 2x2 Color Business Card Ad in the February 2017 Business Journal in the Mansfield News Journal business section. Any ad 1/8 Page or larger will qualify for the offer.

All Richland Area Chamber Members will receive two free listings in different categories of the Guide. One listing is by Alpha, second by Category of Business (includes Name, Address, Phone, and Website.)

**Advertising reservation deadline is Friday, December 30th 2016!**

Contact Your NEWS JOURNAL representative TODAY to reserve your space, or call Aaron Bass at

**(419) 521-7343**

Advertiser \_\_\_\_\_ Ad Size \_\_\_\_\_ Total Ad Cost \$ \_\_\_\_\_

Signature \_\_\_\_\_ Date \_\_\_\_\_

**News Journal**  
PART OF THE USA TODAY NETWORK 





# Almost 100 Businesses Participated in Small Business Saturday!



Support of this event provided by



This event is being held in collaboration with:





# BUSINESS BOOT CAMP SERIES

## Ideal training for:

Executive Leadership  
Small Business Owners/Managers  
Marketing/Media/PR Relations  
Office Staff  
Sales Team  
Corporate Board Members and  
Directors

## Presented by:

Bob Leach  
Director of Operations  
Braintree Business  
Development Center



**More  
Business  
Boot Camp  
announcements  
coming soon!**

# LinkedIn is All About Business!

## Learn LinkedIn Basics for Business & Personal Use

- ◆ December 7<sup>th</sup>, 2016
- ◆ Continental Breakfast, 7:30 - 8:00am  
Program from 8:00am to 9:00am.
- ◆ Presenter: Bob Leach, Braintree Bus. Dev. Center
- ◆ Where: Chamber
- ◆ \$15 Members - \$25 Non-Members

**RSVP BY  
Dec. 5<sup>th</sup>**

So, your business has an internet presence with a web site? You may also be engaging your customers through Facebook, Twitter, Instagram, Pinterest or one of the other social media sites. You also may realize that not all social media is appropriate for all types of businesses. But what about LinkedIn? Like most social media applications, LinkedIn has a personal aspect but, LinkedIn is **all about business!**

Participants in this session will not only learn the basics of a personal LinkedIn presence, but more importantly, is LinkedIn a platform your business needs to be using? This session will explore how to leverage LinkedIn data to understand your competition, find the right persons you need to talk to, possibly find your next hire and most importantly increase your sales opportunities through targeted prospecting and more detailed engagement with your customer.

Company \_\_\_\_\_

Name of Attendees \_\_\_\_\_

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Return to: Richland Area Chamber  
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You can also register online  
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