Pictured below are some highlights from the January Business After Hours at Visiting Nurse Association.

Many more photos can be found on the Chamber’s facebook page!
Please join us in welcoming the newest members of your Chamber!

Allyn Creative Interior Design
Building, Home Improvement & Repair
28 Park Ave W, Studio 603
Mansfield, OH 44902
(412) 715-4700
www.allyncreative.com

American Ear Hearing & Audiology
Medical & Health Services/Hearing
1342 West Fourth St
Mansfield, OH 44906
419-522-1433
www.americanear.com

Brittany Condo Association
Condominiums
616 Cline Avenue
Unit 250
Mansfield, OH 44907

Buckeye Thrift & Consignment
Retail/Specialty Stores
1056 Park Ave West
Mansfield, OH 44906
(419) 775-7192
Facebook/buckeyethrift

Carothers Pest Control LLC
Pest Control
22 Grand Blvd
shelby, OH 44875
4193426841
www.carotherspest.com

ComDoc
Office Equipment, Supplies
Computer Sales, Services
121 West North Street
Wooster, OH 44691
(419) 545-3706
www.comdoc.com

Comfrey Corner Natural Foods
Retail/Specialty Stores
1445 Park Ave West
Mansfield, OH 44906
(419) 529-5505
www.comfreycorner.com

Doterra CPTG Essential Oils
Health & Fitness
3393 Hastings Newville Road
Mansfield, OH 44903
(419) 632-4694
www.mydoterra.com/purefragrance

EverDry Waterproofing
Construction, Contractors & Services
Building, Home Improvement & Repair
2930 Centennial Road
Toledo, OH 43617
(419) 841-6055
www.everdrytoledo.com

Fake Plastic LLC
Internet and Website Design Services
28 Park Avenue West, Suite 1004
Mansfield, Ohio 44902
419-522-1985
www.fake-plastic.com

Fusion Apparel
Retail/Other
745 Larry Ct
Ontario, OH 44906
419-709-7344
www.fusion-apparel.com

L & V Happy Hearts (Plexus)
Health & Fitness
605 Twitchell Rd
Mansfield, Ohio 44903
419-610-8113
www.shopmyplexus.com/larrymccabe

MedQuest Health Center
Medical & Health Services/Chiropractic
33 S. Lexington Springfield Road
Mansfield, OH 44906
419-529-5544
www.medquesthc.com

Michael Barr Acupuncture & Oriental Medicine
Medical & Health Services/Other
787 Park Avenue West
Mansfield, OH 44906
(419) 520-7477
www.theherbalroom.com

Mid Ohio Business Builders
Nonprofit Organizations
P O Box 608
Bellville, OH 44813
(419) 566-4401

Norris Auto Repair
Automotive Sales, Service, Repair
1281 S Trimble Rd
Mansfield, OH 44907
(419) 756-6808
www.norrisautorepair.com

Olive Us
Retail/Other
39 East Fourth Street
Mansfield, OH 44902
(419) 602-3770
www.loevulseus.com

Palmer Enterprises, LLC
Construction, Contractors & Services
21 Traxler Street
Butler, OH 44822
419-883-3114

Park Avenue Child Care & Education
Child Care
Educational Centers & Services
812 Park Avenue East
Mansfield, OH 44905
(419) 522-1812
www.parkavenuechildcare.com

Pinnacle Chiropractic Care
Medical & Health Services/Chiropractic
2031 Park Ave W
Ontario, OH 44906
419-529-2055

Real Property Management Midwest
2059 Park Avenue West
Ontario, OH 44906
(419) 216-9646
www.connectionrpm.com

Rick Toomey Computing, LLC
Computer Sales, Services
Internet and Website Design Services
616 Cline Avenue, Unit 111
Mansfield, OH 44907
(419) 612-8163
www.linkedin.com/in/toomeyrick

Sarah M Davis Richland County Recorder
Government
50 Park Avenue East
Mansfield, OH 44902
(419) 774-5602
www.landaccess.com

Superior Auto, Inc.
Automotive Sales, Service, Repair
967 Ashland Road
Mansfield, OH 44905
419-982-9500
www.superior-auto.com

Taking Root Farms
Nonprofit Organizations
Farms
1909 Red Oak Drive
Mansfield, OH 44907
(419) 688-0019
www.takingrootfarms.org

The Gordon Flesch Company
Business Services
Office Equipment, Supplies
2756 Lexington Ave
Mansfield, OH 44904
(419) 884-2031
www.gflesch.co

Tradesmen International
Construction, Contractors & Services
Employment Services
2312 Village Park Court
Ontario, OH 44906
419-747-4300
www.tradesmeninternational.com

www.richlandareachamber.com
Everything You Know About Sales is Wrong
How To Create a More Effective Sales Process with Non-Traditional Tactics

- Wednesday, April 6, 2016
- Hot breakfast buffet starting at 7:30am to 8:00am. Program from 8:00am to 9:30am.
- Presenters: Steve Weyl, Sandler Training
  Tim Hilterman, CFP®, Merrill Lynch
- Holiday Inn/Mansfield
- $20 Members - $30 Non-Members

Looking for some good, old-fashioned sales training? You won’t find it here! In this 90-minute session you will learn why traditional sales tactics don’t work, and how to succeed by changing course.

If the following statements reflect your current selling situation, then this workshop is for you:

- “Winging it” or relying mostly on “people skills” when it comes to selling
- No established, repeatable, trainable, proven successful sales system
- Getting too many “Let me think about it…” responses from prospects
- Struggling with what to do or say when it is time to close
- Prospects seem to be in complete control of the sales process
- Not getting in front of enough new prospects
- Margins getting thinner, regularly being asked to lower price
- Wasting time on proposals and people who never buy (at least, from you)
- Competition seems to be outselling you

Join us for a jam-packed workshop that will help you overcome these challenges!

About The Presenter: Steve Weyl is a sought-after sales trainer, providing guidance for B2B and B2C companies throughout the United States with Sandler Training. As the Founder of ABLE Roofing, Steve adopted the Sandler Sales Training method in 1998 as the foundation of the company’s sales program. Under Steve’s leadership, ABLE Roofing grew to 19 locations becoming the largest residential roofing company, and the 4th-largest residential/commercial roofing company in the United States with more than $105M in annual sales.

Steve has been selling, training and recruiting sales people for more than 30 years. He recently sold ABLE Roofing and is now the Sandler Training Partner in Central Ohio. He has won numerous awards from the national training provider, including Sandler Partner of the Year 2014. Steve continues to provide training for ABLE’s sales team.

Please Note - This event is taking place at the Holiday Inn

Company______________________________________________________________
Name of Attendees_____________________________________________________
Number Attending_________ Invoice Me __________ Check Enclosed_________
Credit Card #__________________________
Exp. _______ Security Code: ________

You can also register online using the Chamber event calendar at richlandareachamber.com

www.richlandareachamber.com
Health, Safety, and Wellness Fair

February Chamber Coffee at the Mansfield Richland County Public Library

For a list of options available, contact the Chamber at 419-522-3211 or afanello@richlandareachamber.com

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www.richlandareachamber.com
Richland Area Chamber of Commerce

EXPO EVE
BUSINESS AFTER HOURS at the Richland County Fairgrounds

Wednesday, March 16, 5-7 pm

Join us for a sneak peek of the Expo!

This exclusive Business-to-Business networking opportunity is only open to Chamber members.

Enjoy hors d'oeuvres and a drink from the cash bar as you walk the aisles of the Expo—the night before the general public!

Special prizes for Wednesday only!

Please fax, email or mail this registration to the Richland Area Chamber of Commerce by Monday, March 14, 2016.
Cost: FREE for members (if registering on or before 3/14)

Company

Name Email
Name Email
Name Email
Name Email
Name Email
Name Email

Richland Area Chamber of Commerce
55 N. Mulberry Street
Mansfield, OH 44902
P: 419.522.3211 F: 419.526.6853
kfox@richlandareachamber.com

www.richlandareachamber.com
11th Annual
BUSINESS EXPO
Connecting Businesses & Consumers

Thursday, March 17, 11am-5pm
at the Richland County Fairgrounds

FREE ADMISSION!
Visit with 100 Local Businesses

Food Drive
Bring a canned good to be entered in Prize Drawing

PRIZE TICKET
Bring this ticket for Prize Drawing Entry!
at the BUSINESS EXPO
March 17 · 11am-5pm
Richland County Fairgrounds
Visit from 2:30-4:30pm for Power Hours and extra chances to win even more prizes!

Open to the Public!
Bring Your Friends · Family · Neighbors · Co-workers

Questions? Contact the Richland Area Chamber at 419-522-3211 · www.richlandareachamber.com
Bring this completed ticket! This is your Business Expo Ticket. See 100 local businesses showcase their products and services at the Richland County Fairgrounds Thursday, March 17 11am - 5pm

Business Expo

Business Expo

Business Expo

Business Expo

Business Expo

Business Expo

PRIZE DRAWING TICKET

Business Expo

Business Expo

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PRIZE DRAWING TICKET
2016 Sponsorship Form

June 30th – July 3rd will be one of the area’s largest community events at Freer Field. Be a part of this celebration by becoming a sponsor today! This is a great way to showcase your organization and involvement in our community!

All sponsors $750 and above will receive billboard advertisement (junior or full sized based on availability)

Full Balloon Sponsor - $850
Billboard, balloon banner, sponsorship announcements, balloon ride, parking passes, website link, advertising

Billboard Sponsor - $750
Billboard, sponsorship announcements, parking passes, website link, advertising

Family/Entertainment Sponsor - $600
Field banner, sponsorship announcements, parking passes, website link, advertising

Half Balloon Sponsor - $475
Balloon banner, sponsorship announcements, parking passes, website link, advertising

Other Sponsorship Opportunities . . . .

Launch Director - $200
Ground Crew - $100

Other Levels available per request

All sponsors will receive:
- An individual sponsor sign located on the field
- Advertising in promotional material
- Advertising on www.ashlandohioballoonfest.com
- An invitation to the sponsor event on Thursday, June 30th

NOTE: Early birds will receive a 5% discount if payment is received before March 31st.

For further information, contact sponsors@ashlandohioballoonfest.com or call 419-281-2141

---

Company Name (to Appear on Ad):

Contact Name: Phone:

Address: 

City: State: Zip: 

E-mail Address: Website:

Sponsorship Level:

---

Please return the completed form and payment to:
Ashland Balloonfest  P.O. Box 1144  Ashland, OH 44805
The Richland Area Chamber Presents

U.S. Congressman PAT TIBERI

**Topic**
Updates from Washington That You Should Know

**Date**
Thursday, March 24th, 2016

**Time**
Lunch starts at 11:30am, program runs 12-1pm

**Place**
Ed Pickens Café on Main Events & Catering 28 North Main Street, Mansfield

**Cost**
$20.00 Chamber Members - $30.00 Non Members & Guests

Join us as Congressman Tiberi gives an update on items of interest to the business community such as taxes, spending, energy, transportation, etc.

Pat Tiberi is a life-long resident of the 12th Congressional District. Pat graduated from The Ohio State University with a degree in journalism. He started his political career as an aide to then-Congressman John Kasich, and later was elected to public office and was chosen to serve in the Ohio Legislature where he eventually rose to the position of majority leader.

Congressman Tiberi was first elected to serve the people of Ohio’s 12th Congressional District (Delaware, Licking, and Morrow Counties and portions of Franklin, Marion, Muskingum, and Richland Counties) in November 2000.

While Congressman Tiberi travels to Washington, D.C. for votes and hearings in the House of Representatives, he returns home every weekend to his wife Denice and their four daughters in Genoa Township, a suburb of Columbus.

Sponsored by:

**PLEASE RSVP NO LATER THAN MARCH 22ND**

Reservations must be cancelled two business days in advance to avoid being charged for this event.

If you have any special dietary needs, please let us know when you make your reservations.
The Chamber’s Annual Business Professionals Day Luncheon will be held on
Wednesday, April 27 from 11:30am-1pm at the Mid-Ohio Conference Center in Mansfield.
This is always a fun and exciting event that includes a wonderful meal, tasty treats, giveaways, flowers,
music and themed excitement! Everyone will receive items contributed by our members.
Many attendees will even win a valuable prize!
Make your reservations today for you and your staff - it’s the perfect way to show your appreciation!

Tickets: $25 for Chamber members registered by Wed., April 13/$30 for members registering after April 13
NON-MEMBER PRICE: $35

Person ordering tickets ___________________________ Number of tickets _______________
Organization ____________________________________________ Phone ____________________
Address _______________________________________________ City ____________ Zip___________
Payment enclosed _____ Visa/MC/Disc # ____________________ exp. ____/____
Address of Cardholder: Street ______________________________________ Zip___________

Once registered, simply check in at the door (no tickets will be mailed) ~ Reserved seating
Mail: Richland Area Chamber of Commerce 55 N. Mulberry Street, Mansfield, 44902
Phone: 419-522-3211  Fax: 419-526-6853   Online registration available at richlandareachamber.com

Register by April 13th for best pricing!

Silver Sponsors:  Commercial Cutting & Graphics LLC, Floral Garden Florist, Marco Photo Service Inc,
Mechanics Bank, Nyte Flyte Entertainment, Richland Newhope Industries,
Rinehart-Walters-Danner & Associates, Spazz Monkey

Presenting Sponsor:  Gold Sponsors:
MEDICAL MUTUAL  COLDWELL BANKER  MATTOX MCELROY; REALTORS®  OhioHealth  STARTEK

New Location!  Prizes!  Photo Booth!
Count Us In! We’re Excited to be a Sponsor for the 2016 Business Professionals Day Luncheon!

Organization: ___________________________________________________________

Contact Name: ___________________________________________ Email: ________________________________

Phone: __________________________ Fax: ___________________________

SPONSORSHIP LEVEL (Circle One): Gold—$500 Silver—$250 Bronze—$125

PAYMENT: □check enclosed □VISA/MC/DISC# ____________________________

exp. ______/______ Security Code _________________

Phone: 419-522-3211 ● Fax: 419-526-6853 ● Email: kfox@richlandareachamber.com

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

Item Donation Information on Reverse Side
Yes! I wish to contribute an item(s) for the Chamber's Business Professionals Day Luncheon Door Prizes

Business/Organization:_______________________________________________________________

Contact Person: _____________________________________________________________________

Phone: ____________________________ email: ______________________________________

Item(s):____________________________________________________________________________
__________________________________________________________________________________
__________________________________________________________________________________
__________________________________________________________________________________

☐ Item enclosed  ☐ Item will be dropped off/sent to the Chamber office

☐ Need pick up between (dates) ______________ and ______________

Please respond by Friday, April 8:

Mail to: Richland Area Chamber of Commerce
        55 N. Mulberry St.
        Mansfield OH  44902

Fax to:  419-526-6853  Call:  419-522-3211

Email: kfox@richlandareachamber.com or lmontgomery@richlandareachamber.com

Don’t miss out on the opportunity to highlight your business by providing a door prize!
Contributors will be listed in the program and announced during the drawing.

Thank you for your participation!
Economic Club
Monday, March 7 - Ken Ruprecht, Farmer

The Land in Richland County
Life Celebration Reception Center, 11:45am

Agriculture remains the largest economic driver in Ohio and in Richland County, however, we don't talk about it often; but Ken Ruprecht does! Ken has been involved in the business of farming all his life. His experiences, going back to the early 50’s, range from milking cows by hand to riding the work horse while his Dad cultivated his crops on a small farm in Cuyahoga County. Today Ken and his wife, Marilyn, have concentrated on dairy for the last 25 years and milk about 130 cows (soon to expand to more than 200) in Knox County, Ohio. Their farm of 320 acres includes raising hay, corn, soybeans and helping to raise 5 grandsons and a granddaughter.

Ken has a Bachelor of Science in Agriculture Education from the Ohio State University and spent five years teaching Vocational Agriculture. Ken has been actively involved with Farm Bureau, Ohio Dairy Producers Association, The Soil and Water Conservation District and as a Township Trustee.

It is necessary to make a luncheon reservation. Guests are always welcome at $35 per luncheon.

Please mail, fax or e-mail reservations by Feb. 29th to: Economic Club, 55 North Mulberry St, Mansfield, Ohio 44902
Fax: 419.526.6853 e-mail: tosharp2@hotmail.com (faxed or emailed registrations may be paid at the door)
“QuickBooks Workshop”
Learn the basics of Data Entry
Become more familiar with the QuickBooks software
Begin to manage the financial aspects of your business
Thursday: March 31, 2016  9:00 A.M. to 11:00 A.M.
COST: FREE
Where: Richland County Area of Chamber of Commerce
55 N. Mulberry Street Mansfield, OH 44902
Hurry! Class size is limited! - YOU MUST RSVP
For more information on small business resources visit
www.akronurbanleague.org or call (234) 542.4149

Upcoming Events

3/4/16  —  Executive Committee Meeting 7:30-9am
3/7/16  —  Economic Club Luncheon (see page 12)
3/15/16 —  Business Expo Meeting 9-10am
3/16/16 —  Chamber Board Meeting 7:30-9am
3/16/16 —  Expo Eve Business After Hours (see page 5)
3/17/16 —  Business Expo (see pages 6 & 7)
3/18/16 —  Ambassadors Meeting 8-9am
3/24/16 —  Legislative Luncheon/Tiberi (see page 9)
4/6/16 —  Business Boot Camp/Sales- (see page 3)
4/27/16 —  Business Professionals Day Luncheon
(see page 10)
4/28/16 —  Business After Hours - Raemelton
5/4/16 —  Business Boot Camp 7:30-9am
7/29/16 —  Chamber Golf Classic
10/12/16 —  Savor & Sip Auction
11/18/16 —  Small Business of the Year Luncheon

Watch for upcoming e-mails
announcing more new events!

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The Board and Staff of the Richland Area Chamber of Commerce wish to recognize and thank the following members for their sustaining contributions and support of the Chamber:

KeyBank | Mechanics Bank | OhioHealth
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Richland Bank | STARTEK

Selecting the right health insurance plan shouldn’t be a guessing game. CLEARLY THE RIGHT CHOICE

Learn more about a Medical Mutual health plan through the Richland Area Chamber of Commerce, and why it can be your company’s clear choice, by visiting richlandareachamber.com.

Be sure to stay up-to-date on Chamber events by following us on facebook!

www.richlandareachamber.com