



RICHLAND AREA
CHAMBER
of **COMMERCE**

Chamber Link



March 2016
Volume 59

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!

Be Sure to Attend the
**BUSINESS
EXPO**

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

Booths are SOLD OUT!

**SEE INSIDE FOR FLYER & TICKETS
TO INVITE THE PUBLIC!**

www.richlandareachamber.com

Welcome!

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, Ohio 44906
(419) 775-7192
[Facebook.com/buckeyethrift](https://www.facebook.com/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
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Comfrey Corner Natural Foods

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1445 Park Ave West
Mansfield, Ohio 44906
(419) 529-5505
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Doterra CPTG Essential Oils

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3393 Hastings Newville Road
Mansfield, OH 44903
(419) 632-4694
www.mydoterra.com/purefragrance

EverDry Waterproofing

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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

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

Michael Barr Acupuncture & Oriental Medicine

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(419) 566-4401

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www.norrisautorepair.com

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Educational Centers & Services
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Pinnacle Chiropractic Care

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419-529-2055

Real Property Management Midwest

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(419) 216-9646
www.connectionrpm.com

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Internet and Website Design Services
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(419) 612-8163
www.linkedin.com/in/toomeyrick

Sarah M Davis Richland County Recorder

Government
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(419) 774-5602
www.landaccess.com

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Automotive Sales, Service, Repair
967 Ashland Road
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www.superior-auto.com

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www.takingrootfarms.org

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Ideal training for:

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Small Business Owners/Managers
Corporate Board Members/Directors

Presented by:

Steve Weyl, Sandler Training
Tim Hiltermann, CFP®, Merrill Lynch



Sponsored by:



Co-host:



Coming

Wednesday, May 4

Basic Supervision Skills

How to Confront
Poor Performance and more!
Presented by Blake Wagner

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 Hiltermann, CFP®, Merrill Lynch
- ◆ Holiday Inn/Mansfield
- ◆ \$20 Members - \$30 Non-Members

RSVP BY

April 1st

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: _____

Return to: Richland Area Chamber
55 N. Mulberry St., Mansfield, OH 44902
Phone: 419-522-3211 Fax: 419-526-6853

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



www.richlandareachamber.com



Health, Safety, and Wellness Fair



Economic Forecast Breakfast



February Chamber Coffee at the
Mansfield Richland County Public Library

SPONSORSHIP & ADVERTISING OPPORTUNITIES

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



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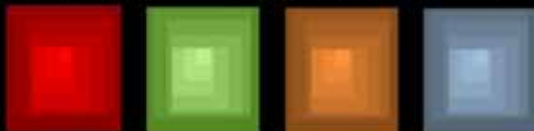


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Richland Area Chamber of Commerce



EXPO EVE

BUSINESS

AFTER HOURS



at the
Richland County Fairgrounds

Wednesday, March 16, 5-7pm

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 _____

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



RICHLAND AREA
CHAMBER
of COMMERCE
Strong Business.
Strong Community.

www.richlandareachamber.com



Richland Area Chamber of Commerce

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



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**CHAMBER
of COMMERCE**

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Questions? Contact the Richland Area Chamber at
419-522-3211 · www.richlandareachamber.com



Bring this completed ticket! This is your
PRIZE DRAWING TICKET

Business Expo

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

Bring a Canned Good for Prize Drawing / FREE EXPO BAG to 1st 500 Guests
See 100 local businesses showcase their products and services!



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at the Richland County Fairgrounds

Bring a Canned Good for Prize Drawing / FREE EXPO BAG to 1st 500 Guests
See 100 local businesses showcase their products and services!

Ashland Balloonfest



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

Legislative Luncheon

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:



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RSVP to:



NAMES of persons attending _____

Organization _____

☐ Payment enclosed Visa/MC/DISC # _____ exp. ____/____ code _____

Address of Cardholder: Street _____ ZIP _____

\$20 for Chamber Members/\$30 non-members

Phone: 419-522-3211 Fax: 419-526-6853

email: kfox@richlandareachamber.com

Mail: Richland Area Chamber of Commerce

55 N. Mulberry Street

Mansfield, OH 44902

Online registration is also available by visiting the richlandareachamber.com events page.

If you have any special dietary needs, please let us know when you make your reservations.

PLEASE RSVP NO LATER THAN MARCH 22ND

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

An Event for Your Entire Staff!



Business Professionals Day Luncheon

~ REWARD YOUR STAFF FOR A JOB WELL DONE! ~

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!

→ New Location!

→ Prizes!

→ Photo Booth!

Presenting Sponsor:



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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

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!

Business Professionals Day **SPONSORSHIP**



Attendance to expect: 2015 Attendance was 291 Audience: Business Professionals, Support Staff, Non Profit Professionals Advertising: Email Blasts, Social Media Posts, Newsletter Ads, News Journal Advertising.
We provide special gifts and "swag" to all attendees and have a special entertainment program

Gold (\$500)

- Eight (8) Tickets to the event (\$200 value)
- Color logo on promotional flyer
- Color logo in Chamber Newsletter
- Color logo on promotional emails
- Name, logo & link on Chamber event website
- Name & color logo shared on social media
- Color logo on event program
- Verbal recognition from the podium at event

Silver (\$250)

- Four (4) Tickets to the event (\$100 value)
- Name on promotional flyer
- Name in Chamber Newsletter
- Name on promotional emails
- Name & link on Chamber event website
- Name on event program

Bronze (\$125)

- Two (2) Tickets to the event (\$50 value)
- Name in Chamber Newsletter list of Sponsors
- Name on Chamber event website
- Name on event program

Do you have an item to donate?

Please see form on reverse side

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



BUSINESS PROFESSIONALS DAY LUNCHEON

_____ 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)



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"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

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www.akronurbanleague.org or call (234) 542.4149

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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 - Raemelon**
- 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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55 North Mulberry Street
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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:

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Mechanics
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 **OhioHealth**

Richland Bank
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Member FDIC

 **STARTEK**



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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.


MEDICAL MUTUAL®
 MedMutual.com 

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

www.richlandareachamber.com