

CHAMBER OF COMMERCE

CONNECTING THE CHAMBER WITH MEMBERS IN A MONTHLY NEWS SOURCE

CONNECTIONS



Ted Allison, CEO
President & CEO

INTERVIEW WITH THE PRESIDENT

About 1,800 people attended the St. Joseph Employment Coalition's Career Fair in April. During times like these, when many people are in the job market, potential employees should be creative when thinking about their next job. The expectation that a major employer will come and create hundreds of jobs in the near future is unrealistic. Some cities are offering free fully-developed sites to entice businesses, which makes competition for new employers that much more difficult.

In what ways can displaced employees get back to work?

Many displaced workers take being laid off as an op-

portunity to pursue new careers they otherwise would have left behind. More people are trying their hand at self-employment. Residents thinking about starting their own businesses are encouraged to use the Chamber and the Missouri Small Business and Technology Development Center, located in our office, as a resource.

We can help entrepreneurs climb the stairsteps of opening a business so they are armed with the latest and most accurate information, like demographics and possible sites where their business could be most successful.

How important are new businesses?

Research has proven that most of our employment growth in the future will be in the small business sector. That's why partnerships that make community assets like the Christopher S. "Kit" Bond Science and Technology Incubator possible are so important. The Incubator helps small technology-based businesses grow. And the Incubator is starting to fill -- it now has four announced tenants.

Are workers ready for future positions?

More and more, employers are expecting a higher level of education and training before they make a hire. So, many displaced workers are seeking more education to change their skill set. They are going back to school at one of our regional universities or technical schools to enhance their skills so they're applicable to the jobs of the future.

Did you know?

We here at the Chamber are gearing up for "Parties on the Parkway" season. Did you know that the Parkway system has 26 miles of contiguous green space?

The St. Joseph Park System, listed on the National Register of Historic Places, is comprised of approximately 1,500 acres, according to the City of St. Joseph.

We plan on visiting five locations along St. Joseph's unique Parkway and inviting all of you to come along and enjoy some great local bands and the great outdoors. Look for information on our first Parties on the Parkway event for this year on the back of this sheet.



NEW MEMBERS

The following businesses and individuals have been approved for membership in the St. Joseph Area Chamber of Commerce:

Midwest Laser Aesthetics, LLC
Dr. Fred E. Potts IV, MD
3925 Sherman Ave. (06)
(816) 232-SKIN (7546)
www.lasermidwest.com
SKIN CARE

Pre-Paid Legal Services, Inc.
Angie Osborn
19318 State Route W, Cosby, MO
(816) 662-2200
www.angieosborn.com

LEGAL & IDENTITY THEFT SERVICES

Knobby Hill MX Park & Trophy Co.
Angie Osborn
19318 State Route W, Cosby, MO
(816) 662-2200
www.knobbyhillmx.com
RACE TRACK



Eurosource Autowerks celebrates anniversary

St. Joseph Area Chamber of Commerce Board President Jim Hausman congratulates Eurosource Autowerks' owners, Karen and Allen Bunt, for being in business for five years. He recently presented them with the Civic Achievement Award to mark the occasion. Members of the Chamber's Diplomats Club also were present at the ceremony. The Diplomats Club holds these ceremonies when Chamber businesses open, relocate or celebrate a special anniversary. Eurosource Autowerks is located at 1219 Frederick Ave.

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Lunch & Learn Box Lunch Seminar

*Lunch Catered
by Mr. Goodcents*

Are you prepared if an emergency happens? Paul Bergonzoni, Lead Independent Living Mentor for MERIL, will present an easy way to learn how to prepare for an emergency using three easy steps.

Tuesday, May 12
11:30 a.m. - 1 p.m., \$10

Chamber of Commerce
3003 Frederick Ave.

RESERVATIONS REQUIRED:
816/232-4461 or www.saintjoseph.com

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DIPLOMATS CLUB Breakfast Presented by Heartland Health

With monthly breakfast meetings and seven subcommittees, membership in the Diplomats Club provides a number of opportunities to promote your business and serve as a vital link between the Chamber and the St. Joseph community. Join us for our monthly meeting!

Thursday, May 14
7:15 to 8:30 a.m., \$5

St. Joseph Convention & Visitors Bureau
Visitors Center
502 N. Woodbine Road

RESERVATIONS REQUIRED:
816/232-4461 or www.saintjoseph.com

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Parties on the Parkway

Presented by Nodaway Valley Bank

Join us for our first Parties on the Parkway event of the year! These fun events are open to the public and allow those who attend to enjoy food, drinks, live music and St. Joseph's incredible Parkway system. May's featured band is [Hayseed Highway](#).

Food and beverages are available for purchase. No alcoholic beverages may be brought into the event. Please bring your own lawn chair or blanket. Proceeds benefit the Friends of the Park.

Thursday, May 14
5 to 8 p.m., FREE

S.W. Parkway and King Hill Drive
(Rain date: May 21)

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BUSINESS after HOURS

Presented by Altec

This networking event is offered at a different Chamber business each month. Attend six or more mixers to get your name in a special door prize drawing at our 2009 Holiday Party.

Tuesday, May 19
5 to 7 p.m., FREE

Famous Dave's Legendary Pit Bar-B-Que
5401 N. Belt Highway

Free Brown Bag Lunch Series

In light of the economy, the Chamber would like to offer its members a series of three free seminars in May on topics that will help them thrive in hard economic times.

These lunches will be held in the Chamber Board Room for Chamber members. Drinks and chips will be provided - bring your brown bag lunch with you.

Monday, May 11th, 11:30 a.m. to 1 p.m., FREE

John Jarrett, Owner of Country Kitchen, La Dolce Vita at 36th Street and Bredeaux Pizza; and Gary Exline, General Manager of Eagle Radio, will lead a panel discussion on "Closing the Sale - Getting Back to the Basics." Learn how to recognize buying signals and how to overcome objections from business professionals who have been in the sales field for several years. You will have a chance to brush up on your sales skills and ask questions of your peers.

Wednesday, May 27th, 11:30 a.m. to 1 p.m., FREE

Kris Kramer, President of Lifecycle Enterprises, will present a seminar on "Selling - Getting Into the Buyer's Head." Kris plans to discuss:

- > Relationship Building -- what works and doesn't work with buyers.
- > The Power of Legitimacy. -- what it is and how to use it.
- > Becoming a "Master at Concession Trading" in a negotiation.
- > Using the "Power of Convenience" to increase your sales margin.
- > Why building knowledge builds sales.
- > The "Power of Perception."

Friday, May 29th, 11:30 a.m. to 1 p.m., FREE

Jason White, MBA & PhD., will present "Investing in Turbulent Times." Jason is currently an Assistant Professor of Finance at Northwest Missouri State University in Maryville, Mo., and Director of Investments with Family Investment Center in St. Joseph. Jason plans to present information on where the market has been; some of the causes of the crisis; various steps being taken to help the economy regain its footing; and how you should position your portfolio as an investor for the long-term.

NEW MEMBERS

The following businesses and individuals have been approved for membership in the St. Joseph Area Chamber of Commerce:

Dr. Gita Sprague, MD

3715 Beck Road, Bldg. F (06)
(816) 271-7991 or (800) 447-1098
HEARTLAND CLINIC PHYSICIAN

Dr. Umar Daud, MD

802 N. Riverside Road, Ste 200 (06)
(816) 271-7991 or (800) 447-1098
HEARTLAND CLINIC PHYSICIAN

Dr. Annette Smith, MD

Dr. Nancy L. Brecheisen, MD
Dr. Randall Mitchem, MD
5301 Faraon St. Ste 210 (06)
(816) 271-7991 or (800) 447-1098
HEARTLAND CLINIC PHYSICIANS

Dr. William Dodson, MD

802 N. Riverside Road, Ste 260 (06)
(816) 271-7991 or (800) 447-1098
HEARTLAND CLINIC PHYSICIAN

Duke Aerial

Bert Heath
4414 S. 40th St. (03)
(816) 364-5303
www.dukeaerialinc.com
CONSTRUCTION EQUIPMENT