

the Connection



get
Plugged
in...



board and
committee rosters



dates to remember



from the president



profile circuits



member benefits &
discounts roster



to your health



investment ideas

November General Meeting / Luncheon

Monday, November 8, 2010

Hilton Akron/Fairlawn - 3180 W. Market Street
11:00 a.m. Networking • 11:45 a.m. - 1:00 p.m. Luncheon
RSVP by November 4th to: 330-777-0032 or
marketingplus@roadrunner.com

Haven of Rest



Being Thankful. . .

Founded in 1943 as a small storefront rescue mission, Haven of Rest is the largest private social service agencies in the Summit-Portage-Medina-Stark-Tuscarawas-Wayne-Holmes Counties area.

Since then they have filled a vital community need by providing Christ-centered programs and services that respond to the physical, spiritual and emotional needs of hurting men, women and children.

Haven of Rest's doors are open 24 hours a day, 365 days a year. There is never a charge, and no credentials are required. Help is available to anyone regardless of race, color, creed or social standing.

The Haven of Rest neither seeks nor receives financial assistance from any government agency. The vast majority of their support comes from individuals; the balance comes from churches, foundations, businesses, schools and other groups and organizations. They have always adhered to a strict code of financial accountability, ethics and reporting. The major portion of every dollar entrusted to them goes directly into programs and services.



The FACC Annual Holiday Auction

Monday, December 13, 2010

Hilton Akron / Fairlawn - 3180 West Market Street
11:00 a.m. - 1:00 p.m.

Reservation Deadline: December 9, 2010

Reservations: 330-777-0032 or marketingplus@roadrunner.com

*"We raised over
\$17,000 last year!"*

It is people like you that help make the Fairlawn Area Chamber of Commerce and our local business area successful. That is why we are asking your help to make this year's Annual Holiday Auction a success! This is our only fundraiser of the year. *A portion of this year's proceeds will go to two of our non-profit organizations; **Stewart's Caring Place and Open M**, and a portion will stay in the Chamber for operating expenses.* These monies help to provide our programs FREE of charge. Please see the Holiday Auction insert in this newsletter.

Please give generously!

Again this year we are selling raffle tickets for (1) for \$10, (3) for \$25 and (6) for \$50. You may choose which prize you want to be entered to win. All are welcome at this event, so bring family, friends, and co-workers. Be sure to make reservations for yourself and those who you invite please! The event is free for members and \$20 for guests.



Treasure Chest

\$5 per key
day of event



Bring your office staff for their holiday luncheon!



member Roster circuit

Interested in expanding your networking opportunities by participating on a FACC committee? Please call the chair of the committee you are interested in joining.

2010-2011

Board of Directors & Committee Chairs

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John Dellagnese & Associates

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Executive Director

dates to Remember

November General Meeting / Luncheon

Monday, November 8, 2010

Haven of Rest & Non-Profits

Hilton Akron/Fairlawn
3180 W. Market Street
Fairlawn, Oh 44333
11:00 a.m. Networking
11:45 a.m. -1:00 p.m. Luncheon
RSVP by November 4th to:
330-777-0032
or marketingplus@roadrunner.com

Networking Before 9:00 November 17, 2010

7:00 a.m. - 9:00 a.m.
Montrose Auto Group
3960 Medina Road
Fairlawn, OH 44333
Reservations to:
marketingplus@roadrunner.com

After 5

November 10, 2010

5:00 p.m. – 7:00 p.m.
Portage Country Club
240 N. Portage Path
Akron, OH 44303
Reservations to:
marketingplus@roadrunner.com

December Holiday Auction

Monday, December 13, 2010

Hilton Akron/Fairlawn

3180 W. Market Street
11:00 -1:00 p.m. RSVP by October 7th
to: 330-777-0032
or marketingplus@roadrunner.com

No other activities during the month of December

Happy Holidays!

**ALL RESERVATIONS TO: 330-777-0032
or marketingplus@roadrunner.com**

Don't forget...Power Networking starts at 11:00 am before every luncheon meeting. Bring your business cards and join us!

Any member that would be interested in hosting an "After Five", please contact Bill Kirk, Single Number Communications, 330-237-1111 or a "Networking Before Nine" please contact Terry Meinen, Primerica 330-644-9910.

rsvp Now

Your reservations are important to us! Please call the chamber at 330-777-0032 or email to info@fairlawnareachamber.org for all events!



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from the president



Whoa, what happened to this year? It seems like we were just starting summer not too long ago! Well summer has come & gone, fall is upon us & that means that the FACC annual Holiday Auction is coming up soon. It is our biggest charitable fund raiser each year, raising over \$17,000 last year. This year, the charities will be Stewart's Caring Place & Open M. All members will soon

be contacted by one of the auction committee members for a donation. Please be generous – donate something you would love to buy for yourself. We already have a 42" HD TV donated! So what can you come up with??

Our membership committee is also working hard to expand our Chamber with new business members. I'm sure everyone knows other business owners in our area that could benefit from all that we offer – everything from our great programs & speakers, wonderful lunches (*FREE that I might ad included with the dues*), tremendous opportunities to network with many others businesses, plus discounts on many major purchases, including group health insurance, office supplies, tires & auto service, and many, many other things. Please see the page 11 of this newsletter for your complete list of business discounts offered to our members.

Tim Walters, CPCU, CIC
Walters & Hanna Insurance Agency, • 330.668.2300



Too Much Knowledge

If a little knowledge can be dangerous, what is the possible effect of too much knowledge? Can you have too much knowledge?

Sir Francis Bacon, English author and philosopher, told us "Knowledge is power." However, when you strive for too much knowledge, i.e., all the data and every last scrap of relevant information, before starting a project or pursuing a course of action, you lose power.

Why? Because you never get started. You never develop momentum. And, you lose opportunities.

Knowledge is only power when you turn it into action. And, when you wait to make sure you have every fact and every figure - double-checked and verified - before taking action, you're not accomplishing anything. Knowledge is no longer power, it's a curse.

Become a relentless learner. Then, apply what you learn..., immediately. The results may be successes, they may be mistakes. You can replicate your successes, and you can learn from your mistakes and subsequently correct them. Regardless, you're moving forward- making view progress.

Dean Langfitt with Sandler Training
at The Ruby Group drives people
in business into the habit of winning.

memberProfile

The Help Button, Just a Click Away

Tobias Williams is the owner of The Help Button, a full service computer repair and technology consulting company that offers software installation migration (Windows 7, Mac OSX, Microsoft Office, etc.), data recovery, device setup, and wired/wireless solutions. Williams has 16 years of I.T. experience, along with 8 years of manufacturing and production expertise. He has also contracted with the State of Ohio, and is the owner of Enhanced Computing Realities (ECR) which has been servicing the technological needs of corporate clients for over 10 years.

In addition to Williams' professional career another important aspect of his life involves giving back to his community. Williams serves on the board of directors for Alchemy Incorporated, which is a non-profit organization that assists urban youth and young adults in developing a sense of personal purpose in life. He serves on the board for Williams Challenge, another non-profit organization that provides educational assistance to aspiring low income students and makes regular contributions to United Way, The Boys and Girls Club, The Akron Urban League, and Arlington Church of God. Williams also enjoys traveling and sports.



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thehelpbutton.net

Debbie Cochrane
Office Manager

membership news

September & October New Members 2010

Russell Cellular-Verizon

Aira Pickett
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fairlawn.oh.mgr@
russellcellular.com
Wireless Retail

Baymont Inn & Suites

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70 Rothrock Loop
Copley, OH 44321
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330-666-9851 (Fax)
baymontakron@gmail.com
Hotel/Motel

Frontier Communications

Jennifer Smith
111 S. Elmwood Street
Medina, OH 44256
330-312-6443
Jennifer.smith2@ftr.com
www.frontier.com
Telecommunications

Hospice of the Western Reserve

Maureen Shannon
300 E. 185th Street
Cleveland, OH 44119
216-701-4061
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Health Care

Buckeye XChange

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3031 Brecksville Road
Richfield, OH 44286
330-659-0225
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www.buckeyebarterexchange.com
Business Barter Exchange

Soft Docs, LLC

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diane.merrall@gmail.com
www.softdocsemailmarketing.com
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Team Thelin, LLC

Tina Thelin
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tina@teamthelin.com
www.teamthelin.com
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SACS Consulting & Investigations

Helen Farmer
520 S. Main Street, Suite 2512
Akron, OH 44311
330-255-1101 ext 305
330-255-1135 (Fax)
helen@sacsconsulting.com
www.sacsconsulting.com
Consulting & Investigations

Teletronics Communications Inc.

Nate Petry
22600 Ascoa Court
Strongsville, OH 44149
216-739-2837
216-739-4837 (Fax)
npetry@teletronics-inc.com
www.teletronics-inc.com
Communications



Leslianne Love
Membership Chair
Old Carolina
Barbecue

Insurance Center of Akron

Steve Conzaman
1099 S Cleveland Massillon Road
Akron, Oh 44321
330-665-1900
330-666-6658
steve@akroninsurance.com
www.akroninsurance.com
Insurance

Mackin & Sons Plumbing

Mike Mackin
Recognition 10/11/10
3163 Easton Road
Norton, OH 44203
330-825-3686
mike@mackinandsonsplumbing.com
www.mackinandsonsplumbing.com
Plumbing

September New Members



From Left to Right: Leslieanne Love, FACC Membership Chair; Aira Pickett, Russell Cellular - Verizon; Jennifer Smith, Frontier Communications; Maureen Shannon, Hospice of the Western Reserve; Tim Walters, FACC Board President

October New Members



From Left to Right: Leslieanne Love, FACC Membership Chair; Tina Thelin, Team Thelin, LLC; Diane Merrill, Soft Docs, LLC; Steve Conzaman, Insurance Center of Akron; Nate Petry, Teletronics Communications Inc.; Mike Mackin, Mackin & Sons Plumbing; Helen Farmer, SACS Consulting; Tim Walters, FACC Board President



OHIO'S MINIMUM WAGE TO RISE IN 2011

Tom Green, Vice President and Shareholder, Kastner Westman & Wilkins, LLC

On January 1, 2011, Ohio's minimum hourly wage will increase to \$7.40 for most employees. Pursuant to a 2006 amendment to the Ohio Constitution, that rate is subject to adjustment each year based on the Consumer Price Index (CPI) for urban wage earners and clerical workers. A CPI increase for the year ending August 31, 2010, accounted for this year's 10 cent minimum wage increase.

In 2011, tipped employees must be paid \$3.70 per hour. For employees working for employers with less than \$271,000.00 in gross annual revenues, and for 14- and 15-year old employees, Ohio's minimum hourly wage is \$7.25, the current federal minimum wage.

Ohio employers, and others subject to a state minimum wage law, are required to pay the greater of the federal or state rates. Employers should also be mindful that most hourly-paid employees must be paid time and one-half of their regular rate of pay for all hours worked over forty per week. Importantly, merely paying an employee a weekly salary does not by itself remove this overtime pay obligation.

Kastner Westman & Wilkins, LLC is a Fairlawn, Ohio law firm that represents and counsels employers in all aspects of workforce management, state and federal legal compliance, labor negotiations, arbitration, OSHA, employee benefits, workers' compensation, and defense of claims filed with administrative agencies and state and federal courts.



Maintain a Diversified Portfolio Even In Turbulent Times

While it is always important to maintain a diversified portfolio, it is especially vital to remain diversified during volatile market conditions. As an investor, you should be careful not to get caught up in any panic selling and should maintain your focus on long-term goals. This point is especially key if you have already built a well-diversified portfolio. If you are concerned about any particular securities, it may be better to discuss these with your Financial Advisor before cashing out.

Although no one can be certain about how the market will react long term, history shows that cataclysmic events that prompted short-term market losses later led to a more stable investing climate across all industry sectors. But still keep in mind that past results are not indicative of what will happen in the future.

The more your portfolio is diversified, the less chance you have of one security or investment having a detrimental effect on your entire investment strategy. Bonds, stocks and cash are the three major asset classes. Analyzing your investment objectives and tolerance for risk with your Financial Advisor will help determine the right mix of these asset classes for your situation. Within these asset classes, you can diversify further by owning stocks in different industries and countries; purchasing different types of bonds and different types of short-term cash instruments.

Defensive stocks typically outperform in a slowing economy or recession. These are typically stocks of companies that provide necessities like food, utilities, pharmaceuticals, toiletries or other consumer products with a short shelf life. The theory is that consumers will continue to buy necessities like food and address their medical needs regard-

memberProfile



Team Thelin was founded by Tina Thelin after retiring from the entertainment industry as a promotions expert. Her experience in the fast paced world of organizing sweepstakes gave her a hands-on knowledge of effective ways to promote products and services and offer valuable public relations to her multitude of clients.

Team Thelin pledges to promote and endorse the products and services of our clients in a way that is professional, accurate and dedicated. Our clients success is a measure of our success which we take seriously and thus promise to offer each client due diligence in all of our efforts on their behalf.

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less of economic conditions. As a result, companies that sell these types of products should not be as negatively affected by a slowing economy as companies that produce more discretionary types of products.

It also is important to remember that even in good times the value of stocks and bonds go up as well as down. When the market is experiencing more volatile movements, gains and losses can seem enormous. It is important to keep your long-term strategy in mind when experiencing these changes and realize that they can balance themselves out over time.

Unfortunately many investors associate a weak or volatile period in the economy as being the same as a weak time in the stock market, a perception that is not always correct. Not all market declines lead to a recession.

The truth is that the United States economy is cyclical, meaning that it moves through stages of growth and decline, varying in duration. A mistake made by many investors is that they buy and sell securities based on fluctuations in the economic data currently being reported rather than anticipating what the economy will look like in six to 12 months (based on a variety of factors including leading economic indicators) and making their investment decisions based on that outlook.

Most successful investors take a long-term view — at least three to five years — rather than expecting stellar returns overnight or panicking when the value of their securities declines. A long-term diversified investment strategy based on your investment goals and risk tolerance can create a winning approach for you regardless of whether the economy is booming or experiencing a brief downturn.

You should talk with your Financial Advisor about what the best combination of investments is to accomplish your long-term goals.

This article was written by Wells Fargo Advisors and provided courtesy of Michele Gensel in Akron, OH at 330-668-7735.

to
your health



Childhood Obesity: Make weight loss a family affair

Preventing and treating childhood obesity requires the entire family.

Here's how you can encourage a healthy weight in your home.

Children can't change their exercise and eating habits by themselves. They need the help and support of their families and other caregivers. This is why successful prevention and treatment of childhood obesity starts at home.

Childhood obesity is usually caused by kids eating too much and exercising too little. So creating new family habits around healthy eating and increased physical activity can help a child lose weight and can also improve the health of other members of the family.

Change family behaviors

Many behaviors contribute to childhood obesity, whether it's the time spent in front of the TV or computer or the types and amounts of food eaten. These behaviors or habits are hard to change within a family, especially if members aren't ready, willing or able to make changes. Small, progressive steps can help. Keep in mind the following helpful hints.

It's not a race. The first rule of change is to not make changes too quickly. It takes time and dedication to unlearn unhealthy behaviors and to develop new, healthy ones.

Think small. Small, gradual changes are easiest to follow and incorporate into your daily lives. And small changes can make a big difference over time. Pick a few small changes that seem doable, for example, turning off the TV during dinner, switching from soda pop to milk or water, or taking a walk after dinner once a week.

Set individual and family goals. Goals need to be achievable and measurable. Set specific goals for each family member, and then determine family goals. For example, your child's goal might be to eat fresh fruits and vegetables for afternoon snacks, and the family's goal might be to eat out at a fast-food restaurant only once a month.

The new changes might take some time getting used to. But stick to the plan as best you can and evaluate your progress. Sometimes goals need to be adjusted if they don't work for the family. It's better to create a new plan than to stick to one that isn't working.

Create a healthy-weight environment

As you work toward healthy habits and behaviors, create a home environment that supports these efforts. For example, make sure healthy foods are readily available. Serve fruits and vegetables with meals and remove high-calorie, high-fat foods from the home, buying them just occasionally.

A healthy-weight environment also means that exercise and physical activity are built into the day's routine. Encouraging the kids to play outside - to ride bike or play a basketball game with friends, for example - is a good way to keep kids active. Organize family outings that involve physical activity, such as walking to the library or playing at a park.

Parents can also set rules for the home that help reinforce the healthy lifestyle. For example, limiting the time spent watching TV or playing video or computer games encourages children to find other more active pastimes.

Other ways to create a healthy-weight environment:

- Remove sugar-sweetened drinks from the home.
- Offer more whole-grain foods with meals and snacks.
- Reduce the number of meals eaten out at fast-food and other restaurants.
- Sit down together for family meals and have that meal last at least 30 minutes.
- Remove TVs and computers from children's bedrooms.

It is a great time to start incorporating healthier lifestyles in your home as the holidays will be approaching us soon. Let's close out 2010 with healthier choices for our children and ourselves!

Laura Palmer • West End Blenz • 1947 West Market Street
330.701.0734 • www.Weigh2Wellness.com



Why People Challenge Price

by Ralph Berge, MBA,
certified business coach

Customers want several things from their suppliers. What do you think are

most important?

Consumer surveys have shown that most customers want timely service first, quality products and services second, and low price third. However what's interesting is what many sales professionals think is the right sequence. When asked in one of our sales seminars, "what they think is most important to consumers"? Sales people offered consistent feedback: they believe the consumer wants low price first, quality second and good service last. Clearly, there is a difference between what customers really want and what salespeople think they want.

Most consumers tell salespeople they want a low price, when what they really want is low cost. Think about it. Do you want the cheapest, or that which effectively solves your problem or fulfills your need or want? Customers want their problems solved. They realize they get what they pay for, and that the memory of poor quality lasts far longer than the immediate high of a low price deal.

People object to price when they feel that you are asking them to pay more than what they perceive the value to be. When most salespeople get price resistance, they simply lower the price. Usually it's not a price issue, but one of low perceived value. So how can you raise perceived value? Through asking great questions and listening to discover what is causing your customer to be dissatisfied. Then you will be equipped to show them how your product or service will remove the pain and satisfy their need, and even exceed their expectation. This will ensure that price will be secondary.

An example of a good question you might ask is: What will it cost you if you wait and buy this later? What will happen if you don't buy this? What if you try to save and get a poor cheap substitute? Another example more specific to our business would be: "What would one lost sale cost you in comparison to the fee for a business coaching program?" "What would it mean to gain one great customer per salesperson this year based on better training?" The point is, we need to get people focused on -- the cost of not doing it or the cost of doing it wrong vs. the value from the investment they will make. (This assumes your product/service actually does save them money, time, effort, and provides value over time)

Real sales professionals focus on value, what the product or service does for the customer, and not price. They understand that, while price is an issue, it's not the most important one. Price will always seem high when perceived value is low. Don't lower prices, raise perceived value. Lowering price only makes your original price suspect and undermines your credibility.

Remember! Once you set a discount or concession precedent, you'll live with it for years with that customer.

If you would like to learn more about maximizing the performance of your business call Ralph Berge, 440-838-0991, Action Coach of Akron Canton.



Are Municipal Bonds Right for You?

Tax-exempt municipal bonds are among the most popular types of investments in the market today. They offer a wide range of benefits, including tax-free income, safety, predictable cash flow, diversification and liquidity. Under present federal income tax law, the interest income earned from investing in municipal bonds is exempt from federal income taxes. In most states, interest income from securities issued by governmental entities within the state is also exempt from state and local taxes for residents of that state.

So, how do they work? Municipal bonds are debt obligations issued by states, cities, counties and other governmental entities to raise money for schools, highways, hospitals and sewer systems, as well as many other public projects. There are two basic types of municipal securities:

General Obligation Bonds – Principal and interest are secured by the full faith and credit of the issuer and usually supported by the issuer's limited or unlimited taxing power.

Revenue Bonds – Principal and interest are secured by revenues from tolls, charges or rents paid by users of the facility built with the proceeds of the bond issue. Some examples of projects financed by revenue bonds include airports, toll roads, bridges, water and sewer systems, hospitals and low-income housing.

When you invest in a municipal bond, you are lending money to an issuer who promises to pay a specified amount of interest, known as the coupon, which is usually paid semiannually. The issuer also promises to return the principal on a specific maturity date.

When purchasing bonds, an investor's primary concern should be the issuer's ability to meet its financial obligations. Historically, municipal bonds have been one of the safest investments available, second only to U.S. Treasury obligations. One way to evaluate an issuer is to examine its credit rating. Two of the primary bond rating agencies are Moody's and Standard and Poor's. Bond ratings are important because they reflect a professional assessment of the issuer's ability to repay its debt. The rating symbols of the two agencies are defined as follows:

Credit Risk	Moody's	Standard & Poor's
Prime	Aaa	AAA
Excellent	Aa	AA
Upper Medium	A	A
Lower Medium	Baa	BBB
Speculative	Ba	BB
Very Speculative	B, Caa	B, CCC, CC
Default	Ca, C	D

Credit ratings, however, should not be the sole basis for any investment decision. The ratings cannot, for example, take into account market trends or unforeseen natural disasters.

In addition to their stand-alone creditworthiness, municipal bonds may be insured by outside agencies. These insurers guarantee that they will pay bondholders their principal and interest if the issuer defaults. Some of the larger and more well-known municipal bond insurers are Municipal Bond Insurance Association (MBIA), American Municipal Bond Assurance Corporation (AMBAC) and Financial Guaranty Insurance Company (FGIC). Insurance does not eliminate market risk.

Investors can diversify their bond holdings by choosing from a wide range of maturity dates, credit quality, geographic locations, issuers and types of bonds. This allows the bondholder to have his or her assets allocated over various sectors of the market. Municipal bond investors may also have the opportunity to invest locally in projects taking place in their own communities.

It is important to understand that during the life of a bond, the market price changes as market conditions change. An investor should understand how the direction of interest rates may affect the value of his or her bond holdings. Prices increase when interest rates decline, and prices decline when interest rates rise as explained below:

When interest rates fall, new issues come to market with lower yields than older securities, making older securities worth more; therefore the increase in price.

When interest rate rise, new issues come to market with higher yields than older securities, make the older ones worth less; therefore the decline in price.

If you sell your municipal bonds prior to maturity, you will receive the current market price, which may be more or less than your original cost, and may generate gains or losses.

Municipal bonds may not be right for every investor. To find out if municipal bonds fit into your overall investment strategy, please call your Baird Financial Advisor.

Article provided by Robert W. Baird & Co. for Paula Chesser, Senior Investment Consultant, in the Akron office of Robert W. Baird & Co., member SIPC. She has more than 25 years of financial services industry experience, and can be reached at 330/664-5500 or 877/792-7868.

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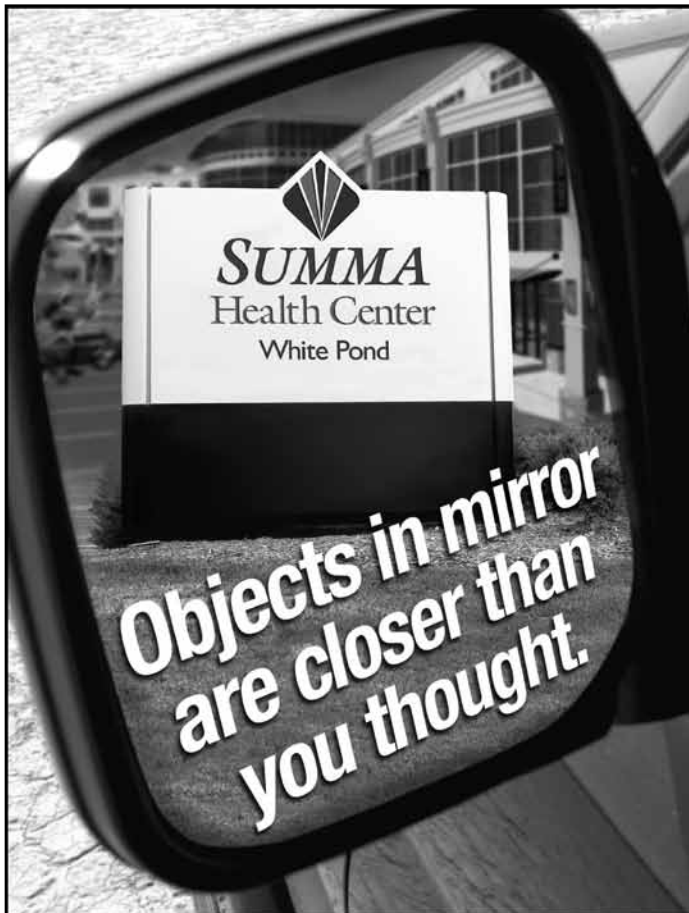
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circle of excellence member

member Profile



Soft Doc's Email Marketing

Soft Doc's, a company owned and operated by Diane Merrall, specializes in Email Marketing for clients with a range of marketing and communication needs. Whether your need is to send email newsletters, announcements or promotions, Soft Doc's can make it happen for you. Without a doubt, Email Marketing has become known as one of the most cost effective methods of retaining current and interested customers.

With Soft Doc's, you'll easily be able to take advantage of this important marketing vehicle through Diane's unique blend of marketing and technical expertise. Her 15 years of experience working with web design is the key to being able to fix newsletter problems with tools not accessible through typical user interfaces.

Because the user-interfaces are relatively easy to use, many small businesses have set up their own Email Marketing Campaigns – in those situations, Diane can provide consulting or troubleshooting expertise on an as-needed basis. For those who are interested in working on their own, but don't know where to begin, Diane can provide training and consulting.

For the company who needs someone to take care of the entire process, Diane can provide the full package, to include building on your brand identity, ensuring that your campaign complies with the CAN-SPAM Act, and providing you with performance metrics.

If you are interested in obtaining more information about Email Marketing, please contact Diane at diane.merrall@gmail.com or by phone at 330-212-0842. You can also go to her website: www.SoftDocsEmailMarketing.com and opt in to receive her monthly email newsletter.



We need YOU!

It's that time to start planning our 2010 Holiday Auction. Please give Terry Meinen a call TODAY and sign up to be on the Holiday Auction Committee. 330-644-9910 or meinenpfs@yahoo.com



New Members



MACKIN & SONS
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TELETRONICS INC
COMMUNICATIONS

Nathanael Petry
Sales Representative

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Strongsville Business & Technology Park
Strongsville, Ohio 44149
npetry@teletronics-inc.com

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Fax: 216.739.4837
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Helen Farmer
Relationship Manager

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Akron, Ohio 44311-1010

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Cell: (330) 327-0592
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www.liferage.com

SACS Consulting, Inc.
SACS Investigative Services
S&U Business Strategies, LLC

Thank You to our members that hosted. . .



September 21, 2010



Chick-fil-A of Montrose

After Summer Networking EXTRAVAGANZA

September 29, 2010



after 5

October 13, 2010



Beef 'O' Brady's - Wadsworth



Donovan, Klimczak and Company

Certified Public Accountants – Tax Professionals
Your Financial Navigators

Donovan, Klimczak and Company

has been serving Fairlawn and Akron areas for over 50 years. We specialize in helping the small business owner get the information they need.

Small Business Services:

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For additional services offered, please visit our website at www.dkc-cpa.com or contact one of our professional advisors.

484 South Miller Road
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Fax: 330-869-9991

circle of excellence member

face member-to-**Member** benefits & discounts roster!

Andy's Awards & Trophies 330-864-6500

Contact Andy for 25% off retail, all corporate plaques & trophies.

Chima Travel 330-867-4770

Contact Derek Chima to receive 2 free custom laminated luggage tags on your next travel purchase.

ClarkTel Communications Corp. 330-869-8657

Contact Elaine to receive 10% off the installation of: Alarm Systems, Security Camera Systems, Access Control Systems, and Business Telephone Systems.

Fastsigns 330-630-3500

Contact Todd Evans to receive 15% off all in house orders.

Gallery of Framing 330-835-3046

Contact Lori Tittle for a 15% discount on any custom framing project, artwork purchased, and any other merchandise available in the store. Larger discounts apply for those corporate projects of ten pieces or more.

Holland Remodeling & Building LLC 330-925-3895

Contact Kurt Karhoff and receive \$100 towards any new construction, remodeling or repair project of \$1,000 or greater.

In Working Order 330-665-1722

Contact Diane Ash for 10% discount on boxes, bubble wrap, and packing materials. Free delivery available.

ITworksLLC 440-839-6757

10% off all I.T. services. Hourly consulting charge is less than \$60 for members! Call Steve Taylor for more information

Kiehl Information Technology Services 330-294-1005

Contact Dennis Kiehl for 5% - 10% discount on equipment, installation and/or new services.

Learning Rx 330-668-9711

Contact Christine Schroeder to receive a FREE Cognitive Skills Assessment for one member of your family. (\$149 value) Learning Rx is a one-on-one cognitive training which treats the CAUSE of the learning struggle not the symptom. Our clients range from 5 through adult.

Lighthouse Promotions 330-475-0350

Free set up on all orders. Savings of up to \$75 per order.

Main Sail LLC 216-283-6994

Complimentary 1hr. IT Network Support or Network Overview with purchase of 4hr. support. A \$125 value. New Customers Only. Veteran Owned.

Montrose Video 330-867-7009

Contact Deborah Shapiro to save \$50.00 on a video business profile to e used for your website, YouTube, and more.

Senior Independence of Rockynol 330-873-3468

Contact Lori Didomenico for \$10 off home cleaning service or 1 free day in adult day care service.

ServiceMaster by Corbett 330-864-7300

Contact Sally Finegan to receive a 25% discount on all regularly priced carpet, upholstery, & tile cleaning. Good for Residential or Commercial.

Sherwin Williams 330-666-0362

Contact Angela Bechtel for 10% off of listed price items in the store.

Springside Racquet & Fitness Club 330-666-3778

Contact Alan Boettger to receive the corporate rate for club membership, a savings of \$9 per month.

Summit Mall 330-867-6997

Call Kate Anderson for information on the American Express/Simon Giftcard and our bulk purchase discounts for your business! This Giftcard has no fees after purchase and doesn't expire!"

Tire Source 330-670-8000

Contact Burke James to receive 5% off on all tires and service. Also, \$15.88 for lube, oil, filter change.

Walters & Hanna Insurance 330-668-2300

Save up to 5% on your group health insurance with chamber discounts from Anthem. Ask for Tim or Kelly.



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Send Us Your FACC Member-To-Member Benefits and Discount Offers!

Does your firm have a benefit or discount offer you wish to offer other FACC members? Why not send us your firm's benefit or discount offer, and we'll include it on our FACC Member-To-Member Benefits and Discounts Roster!

Please complete this form and mail it back to: FACC P. O. Box 13388 Fairlawn, OH 44334

Phone at 330-777-0032 or email to: info@fairlawnareachamber.org

Company Contact/Business Name/Telephone: _____

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Fairlawn
 Area Chamber of Commerce

P.O. Box 13388

Fairlawn, Ohio 44334

web: www.fairlawnareachamber.org

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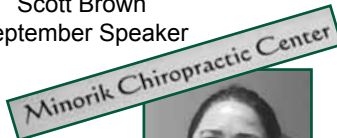
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September and October Business Displays . . .



Scott Brown
 September Speaker



Photos by Open Gate Studio



DeLores Pressley
 October Speaker

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