THE VOICE OF CHESTER COUNTY  AUGUST 2014

A Top Notch Golfing Experience
Chester County Chamber of Business & Industry to Host Annual Golf Outing

The Penn Liberty Bank- Chester County Chamber Golf Classic is set to take place at the exclusive Applebrook Golf Club on Tuesday, August 19th, 2014.

Start the day off admiring the beautiful grounds of the course. This private golf club captures the classic elements of golf course architecture- it was designed with tradition in mind, paying tribute to the world's oldest courses. Applebrook has consistently been ranked by Golf Digest among the "Best in State."

Before heading out on the course, enjoy a cook-out lunch on the patio with business leaders of Chester County. Once everyone has registered, warmed-up and eaten, we’ll gather the teams for a 1:00 pm shotgun start. Network and enjoy the company while you play the game of golf. Don’t forget to keep score! Prizes are awarded to those with the top scores.

After your round of golf, head back to the Clubhouse to enjoy a cocktail and a delectable surf-and-turf dinner- lobster, steak, and all the amenities. Awards will be given during the final ceremony.

Doesn’t that sound like a one-of-a-kind golfing experience?! Don’t forget to register - tickets are limited!

Event Agenda:
10:45 a.m. – Registration
11:00 a.m. – Golf Clinic (free to registered participants)
12:00 p.m. – Cookout Lunch
1:00 p.m. – Shotgun Start
6:00 p.m. – Cocktails, Awards Presentation, Dinner

Individual Golfer: $500
Registration includes: Lunch, Greens and Caddie Fees, Awards, Cocktails, Dinner and Golf Clinic

Not a golfer? This summer, we are excited to invite all members to join us for cocktails and dinner after the Golf Outing. Applebrook Golf Club puts together a delectable spread of salads, seafood, and steaks as well as an open bar on their beautiful patio. Network with some of Chester County’s finest at this fabulous summer event!

Continued on pg 2
Chester County Chamber to Host Annual Golf Outing

Dinner Ticket: $100
Dinner ticket includes: Open Bar and Surf and Turf dinner.
To register for a Dinner Only ticket, contact Danielle Vetter

Thank you to all of our 2014 sponsors!

Brand Sponsor:

Penn Liberty Bank

Birdie Sponsors:
Aqua, Buckley, Brion, McGuire & Morris, LLP, Comcast, DNB First, Exelon Generation, Independence Blue Cross, Krapf Bus Companies, M & T Bank

Tee Sponsor:
Bryn Mawr Trust Company
JAECO Fluid Systems

Want to connect your name with this event? Sponsorship packages available. Would you like to participate but can’t golf all day? There are plenty of customizable options for the event!

Contact Danielle Vetter 610-725-9100 for sponsorship and registration inquiries.

Hope to see you there!!

Business After Hours
Meet the Candidates

The General Warren Inne hosts the August Business After Hours.

We have extended an invitation to all the CCCBI endorsed candidates running in the upcoming November elections. Come out and meet them in this casual setting

Also, take this opportunity to meet new members and re-connect with familiar faces while enjoying fine food and beverages in the timeless charm of The General Warren Inne.

Wednesday, August 6
5:30 pm - 7:30 pm
The General Warren Inne
9 Old Lancaster Road
Malvern, PA 19355
September is membership month and we are expecting a terrific turnout throughout the month at our membership recruitment events. Membership Month kicks off at our Business After Hours, Wednesday, September 3rd at the new Hilton garden Inn Exton / West Chester, 5:30 pm - 7:30 pm. This is the only after hours event that is totally free of charge for members and non-members. If you know a non-member that would be interested in learning more about the Chamber, we encourage you to extend an invitation to our complimentary Business After Hours. If your guest decides to join, they can do so at the event and receive additional new member incentives as a thank you for their support. To register you and your guest please contact the Chamber today!

Can’t make it to the Business After Hours? There are other ways to get involved. September 16 thru 18th we host our three day VIP Open House starting at 11:30 am at the Chamber. These luncheons are open to the business public and are designed to encourage non-members to come out and meet the Chamber staff, fellow members, fellow prospective members just like yourself, and learn more about membership opportunities. If a business joins at the VIP Open House, they will receive additional incentives as a thank you for their investment. Members are encouraged to bring a guest (VIP) to these events to increase our recruitment efforts. All new members and member volunteers receive additional rewards and recognition as a thank you for their support. Please contact the Chamber to register today.

Sponsorship opportunities are available for these events. To learn more about these tremendous networking, sponsorship and volunteer opportunities, contact the Chamber for more details. We need your help to grow the Chamber in 2015.

Thank you to all our sponsors for the 2014 Membership Drive

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What Do You Want To See In 2015?

The Chamber’s fiscal year is coming to an end. We run on an October 1 - September 30 calendar. As we plan the 2015 calendar, we would like to know what you want to see this upcoming year. Member engagement is crucial to our success, so please tell us how to make your membership experience the best that it can be.

Do you want to see

More networking
More educational seminars
More advocacy updates
More member to member discounts

We welcome your ideas and will strive to provide the best possible value to your business and to the investment you made with the Chester County Chamber of Business & Industry.

Please contact Chamber President & CEO Guy Ciarrocchi with your plan for 2015.
### Welcoming the Chamber’s Newest Members
**Members Joined in July 2014**

<table>
<thead>
<tr>
<th>Visionary</th>
<th>Trustee</th>
<th>Cornerstone</th>
<th>Champion</th>
<th>Corporate</th>
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<td>DuckDuckGo, Inc</td>
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<td>Peter Kurzyna</td>
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<td>267-337-6846</td>
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<td>610-942-3093</td>
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<td>The Women’s Journal, Chester County</td>
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<td>Integrity Staffing Solutions</td>
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<td>Cristina Combee</td>
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<td>610-563-8644</td>
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<td>302-504-9877</td>
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<td>Janney Montgomery Scott</td>
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<td>Angle Eye Photography</td>
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<td>Thomas Schubert</td>
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<td>Jessica Fogle</td>
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<td>610-526-7201</td>
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<td>Scott Sachs</td>
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### Save the Date
------------ October 22, 2014 ------------
Chester County Chamber Annual Dinner
Longwood Gardens
Buy your tickets now
Free Workers’ Compensation Seminar
Thursday, September 11, 2014 | 8 a.m. – 12:15 p.m.

Medical, legal and safety professionals will share best practices on managing workers’ compensation costs and provide strategies to improve your bottom line.

Schedule
8 – 8:30 a.m. - Registration & Breakfast
8:30 – 9:15 a.m. - Joe Caracci, “Intro to Workers’ Compensation & How to Improve Your Safety Culture”
9:15 – 9:30 a.m. - Break
9:30 – 10:15 a.m. - Lora Regan, MD, MPH, FACOEM, “The Advantages of Working with a Board Certified Occupational Medical Doctor”
10:15 – 10:30 a.m. - Break
11:30 a.m. – 12:15 p.m. - Q&A over lunch

Location
Lancaster General Health Center
Second floor conference room
950 S. Octorara Trail
Parkesburg, PA 19365
Onsite parking available

Registration
To register call 1-888-LGH-INFO (544-4636)
For additional information or questions please contact:
Scot Larrimore
salarrim@LGHealth.org
(717) 544-3148

Choose well. Be well.*
**Leadership Conference: Building a Better Leader**

*Hosted by the CCCBI Women Influencing Business Committee*

Whether you are at the top or working your way up the ladder, build your leadership skills by attending the 2014 CCCBI Leadership Conference.

**Event Information**  
Friday, September 12, 2014  
8:00 am – 1:30 pm  
Penn State Great Valley  
School of Graduate Professional Studies  
30 E. Swedesford Rd. Malvern, PA 19355

**Register Today!**  
CCCBI Members: $70  
Non-Members: $85  
*What’s Included: Access to three seminars, continental breakfast and lunch networking*

Ticket Bundle: $380 for 6 tickets - SAVE $40  
Sponsorship opportunities available.  
For more information, contact Danielle Vetter at (610) 725-9100.

**Schedule**  
The day will start with light breakfast and networking. Grab your Goodie bag to keep you energize throughout the day. Three skill building sessions will consecutively take place, each focusing on enhancing a leadership skill: building business relationships, building your personal brand and building your best self. Immediately following the sessions, we will host a "mocktail" lunch networking to wrap up the day.  

*_Stay tuned for all speaker information!_*

**About the CCCBI Women-Influencing-Business Committee**  
The Women-Influencing-Business Committee is a professional Chamber organization of women who network through specific program opportunities designed to educate, inspire, enhance business skills and maximize women’s membership in the Chamber.

The committee hosts an annual Women-In-Business dinner, professional development opportunities, and networking series throughout the year.

We are always looking for women who are interested in bringing new ideas to the committee and helping us achieve our mission of working to educate, inspire, enhance, and support women business professionals in the community. We have a core committee that meets once a month and a network of women who attend our events. Add your information to our mailing list or take it one step further and join the committee! Contact Danielle Vetter for more information.
<table>
<thead>
<tr>
<th>Date</th>
<th>Event</th>
<th>Location</th>
<th>Time</th>
<th>Details</th>
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</thead>
<tbody>
<tr>
<td>August 5</td>
<td>Summer Golf League</td>
<td>Radley Run Country Club</td>
<td>5:00 pm</td>
<td><a href="#">Register</a></td>
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<tr>
<td>August 6</td>
<td>Business After Hours</td>
<td>General Warren Inne</td>
<td>Meet the Candidate</td>
<td>5:30 pm - 7:30 pm <a href="#">Register</a></td>
</tr>
<tr>
<td>August 14</td>
<td>Wine &amp; Wisdom Series</td>
<td>General Warren Inne</td>
<td>5:00 pm - 7:00 pm</td>
<td><a href="#">Register</a></td>
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<tr>
<td>August 19</td>
<td>Penn Liberty Bank - CCCBI Golf Classic</td>
<td>Applebrook Golf Club</td>
<td>10:45 am</td>
<td><a href="#">Register</a></td>
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<tr>
<td>August 26</td>
<td>Annual PAC Fundraiser</td>
<td>Hilton Garden Inn Exton / West Chester</td>
<td>5:30 pm</td>
<td><a href="#">Register</a></td>
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<tr>
<td>August 27</td>
<td>Just Coffee</td>
<td>Sunrise Senior</td>
<td>8:00 am - 9:30 am</td>
<td><a href="#">Register</a></td>
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<tr>
<td>August 27</td>
<td>Summer Golf League</td>
<td>Broad Run Golfer’s Club</td>
<td>5:00 pm</td>
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<tr>
<td>September 3</td>
<td>Business After Hours - VIP Membership Kickoff</td>
<td>Hilton Garden Inn Exton / West Chester</td>
<td>5:30 pm - 7:30 pm</td>
<td><a href="#">Register</a></td>
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<tr>
<td>September 10</td>
<td>Summer Golf League</td>
<td>Applecross Country Club</td>
<td>5:00 pm</td>
<td><a href="#">Register</a></td>
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<tr>
<td>September 12</td>
<td>Women Influencing Business-Leadership Conference</td>
<td>Penn State Great Valley</td>
<td>8:00 am - 1:00 pm</td>
<td><a href="#">Register</a></td>
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<tr>
<td>September 16-18</td>
<td>VIP Open House Luncheon</td>
<td>CCCBI HQ</td>
<td>11:30 am - 1:30 pm</td>
<td><a href="#">Register</a></td>
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<tr>
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<td>Longwood Gardens</td>
<td>5:30 pm - 9:00 pm</td>
<td><a href="#">Register</a></td>
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[Click here](#) for a full calendar of events.

Please contact us with any questions.

610-725-9100

Please log in to your member dashboard when registering for all events, both paid and free.

Don’t know your login information?

Please contact [Matt Johnson](#)
American Executive Centers, the Delaware Valley’s premier executive suite providing work space solutions for today’s business professional, combines prestigious locations, today’s technology, beautifully furnished executive offices and an exceptionally talented and professional business support staff flexible to meet the individual needs of their clients. For start-up companies, professionals such as attorneys, real estate developers, consultants, and financial advisors to name a few, and large corporate organizations expanding into new territory, the opportunity to enjoy turnkey occupancy, flexible lease terms and a well-trained support staff, whether for a Private Office or Virtual Office arrangement, cannot be overstated. The short-term leases that American Executive Centers provide allow companies who may experience rapid staff growth or who anticipate a temporary office need to avoid long-term lease obligations, and maintain the flexibility to upsize their team as needed immediately while avoiding significant capital outlays. For your business meetings we offer state-of-the-art meeting facilities at all our seven locations, with everything you need to make your business meeting as productive as possible. Whether you are planning a one-on-one meeting in a private office or a major multi-media presentation for up to 20 people, our fully-equipped facilities provide the perfect venue. Additionally, we have a wonderful referral program with up to a $500 Amex Gift Card per referral. Locations include Center City, Bala Cynwyd, King of Prussia, Plymouth Meeting, Radnor, Malvern, and Marlton, NJ.

Why did you join the Chester County Chamber of Business & Industry?

As a member of the business community, the Chester County Chamber of Business & Industry offered a great opportunity to become more involved with the local business community. Since I have been a part of the Chamber I have met so many wonderful business associates. It’s really about building relationships, and with this Chamber I see it happening all the time.

If you were not in the position you currently hold, what would you be doing?

I would be at home with my children. We have twin boys that are 16, and a 12-year-old daughter. I’d also invest more time in enjoying some of my hobbies: reading, exercise, and entertaining!

What is the most important lesson you have learned in business?

It’s more a life lesson that can apply to everyday life either in business or personally. “Treat others as you like to be treated.” I think that says it all. At our Centers, we strive to go ‘above and beyond’ for our clients to accommodate their business needs and requests and to make the office environment a pleasant experience for them every day. Our goal is help our clients become more successful, faster!

Are there any other community activities that you (and/or your company) are involved in or are looking to get involved in?

American Executive Centers recognizes that success is more than just about providing a great service and product; it’s also about making a difference and building a sense of community for our staff and clients. For this reason, we are always looking to support causes on both a local and national level. Each year our Centers choose a local organization or chapter of a national non-profit to support, like Toys for Tots, in need of donations at the holiday season. Additionally, there are numerous national foundations we have supported over the past few years, including, Susan G. Komen for The Cure®, Tickled Pink Teens for the Cure®, The Shane Victorino Foundation, Read to Me Early Literacy Program. More recently, to rally around and show support for one of our staff members who was diagnosed with Multiple Sclerosis we formed Wipe-Out MS Team AEC-BCA (Business Clubs America) to participate in the National MS, Greater Delaware Valley Chapter’s MS Bike City to Shore Ride. It is wonderful how at American Executive Centers our employees, clients, vendors and associates team up to fight for a cause!
By Denai Wolfe
Operations Manager, Anytime Fitness Chadds Ford

Unless you have been living under a rock for the last few years, I'm sure you have noticed that being 'busy' is the latest trend. Somehow we have managed to make a packed agenda a badge of honor. If we dig deeper at the tasks on our agenda, we can easily spot the clutter that is preventing us from spending time on what really matters. It is popular thought that a successful life is one where there is a balance of family, friends, work, health, and wellness. When looking at these five pillars it would be hard to deny the fact that the foundation for all of them is health and wellness. Even still, it is too often tossed aside.

What is the number one reason why people don't work out? Lack of time. That is why I am so proud to announce the Grand Opening of Anytime Fitness in Chadds Ford, PA.

What makes us different? We truly give you the key to health and wellness by giving you the key to our front door. That's right, when you are a member of Anytime Fitness you have access to our health club, and all Anytime Fitness clubs across the world, 24 hours a day 7 days a week. Our franchise is located between Firebirds Restaurant and Sache Boutique in the Garnet Valley Plaza on route 202 in Chadds Ford, PA.

We are a 24 hour coed fitness club boasting private shower rooms, state of the art equipment, along with group fitness classes - all of which are included in your affordable monthly membership. Members also receive access to our Anytime Health app for android and iphone, which allows you to plan your meals, track your workouts and share your success. Our 6,700 square foot facility is fitted out with cardio equipment featuring LCD TV's and smart phone capability, as well as strength training equipment and free weights. Our club is scrupulously clean and we offer a friendly and supportive atmosphere that is second to none. Integrated access and security with remote monitoring of surveillance systems provides our members with round-the-clock safety and security. We also offer personal safety devices that provide one-touch access to emergency care, ensuring that our members are safe no matter what time they choose to visit us.

Our Vision is to improve the self esteem of our members by inspiring, motivating, and guiding them to become the best version of themselves. Our Mission is to empower our members through information, education, and inspiration to achieve happier and healthier lives. We strive to create a close-knit community of members and fitness enthusiasts who are focused, engaged, motivated, and committed to self improvement in all ways, always.

We hope that you will join us on this journey and we look forward to meeting you! To take advantage of our FREE pass please email chaddsfordfitness@anytimefitness.com
Bryan Clay of Rita’s Water Ice of Paoli provided us with a great summertime treat.

Bruce Kinskey of Edwards Business Systems, Suzanne Malik of Executive Office Link, and Baba Renfrow of New York Life gather at the BBQ Bash.

Ribbon Cutting and official grand opening of Anytime Fitness, Chadds Ford

PA State Rep. Steve Barrar presents Anytime Fitness owners John & Rachelle Fletcher with the Pennsylvania State Flag at their ribbon cutting. See page 9 for more pictures from Anytime Fitness.

Ryan Costello gets backing of CCCBI, PA Chamber and US Chamber at Victory Brewing Company

From left - Rob Engstrom, US Chamber, Guy Ciarrocchi, CCCBI President & CEO, Ryan Costello, Joel Frank, CCCBI Chairman, and PA Chamber President & CEO Gene Barr.
Budget Wrap-up

July, finally! Oh wait, it’s already August. I was hoping to have this article for July 1st but it was shortly before midnight on June 30th that the House sent a budget bill to Governor Corbett. One state away from the shore, in Pennsylvania, Corbett has signed the 2014-2015 state budget, but unfortunately it is about 65 million dollars light, and the general assembly is going to have to work hard (and harder still, work together) in order to make the budget work. What’s on the menu for Fiscal year 2014-2015? Liquor Privatization, Pension Reform, Transportation, Education and Marcellus shale.

After 80 years, privatization of the state liquor industry will be a boon for the Fiscal New Year and new years to come. Licenses will be sold for a fee starting from $7,500 to $60,000 for wine and liquor, and increase by five to thirteen times for the following year. This in essence is a partnership between state government and local entrepreneurs which will bring PA into the 21st century. Hopefully the Senate will realize this and make it come to fruition.

Pennsylvania’s pension system is in rough shape to say the least. The two combined state pension systems could be underfunded by $41 billion this following year. Tax revenues for this year have not been high enough to fill the gaps. A few partial solutions have been pitched: such as a temporary reduction rate of collars from 4.5 percent to 2.25 percent, and an introduction of legislation that involves enticements for grandfathered pensioners to switch to a 401K type plan.

The current state of Pennsylvania roads is getting to a point where it can no longer be ignored. 4,000 bridges are structurally unsound, 9,000 miles of roads are in poor condition, and this last winter (with its ample plowings) has not helped in anyway. Talk of raising the Oil Company Franchise Tax and fees on Pa drivers have been heard, meaning the gas pump will be squeezing you.

The Philadelphia school system is suffering. A 2$/Pack cigarette tax was supposed to be implemented this summer but has been postponed. The tax was estimated to put 80 million dollars into the schools. Without the tax there is a real possibility of 1,300 layoffs and class sizes swelling to 40 students. If that was not bad enough there is a distinct possibility of the schools not even being opened come September.

Fracking has met with a lot of negative publicity as of late, but the operations at Marcellus Shale can create more employment and additional tax revenues that can help an already bleeding budget. Natural gas is a valuable asset to the Pennsylvania budget because of the large tax revenues it will produce.

Rest well ladies and gentlemen of the Pennsylvania legislature; you have plenty of work cut out for you when your leaders return on August 4th.
Whenever I am asked to define the difference between lead generation and prospecting and the techniques to follow, I use the following terms: lead generation is utilizing several activities to make initial connections with suspects to ultimately convert them to a prospect. Active prospecting is converting a prospect to a paying client. Having a combination of a prospecting plan along with implementing certain lead generation techniques in addition to various sales strategies and activities, will absolutely increase your opportunity for new clients and sales growth.

Whenever I am training or lecturing in front of a large group of salespeople and CEOs I ask the following: How many hours a week does everyone work? On average, most CEOs and business owners work 50 or 60 hours per week? Although some work as much as 80 to 90 hours per week, it becomes clear that everyone is working hard yet few owners or sales professionals are happy with the amount of revenue booked.

When I am coaching a client, we retrace the steps of the pipeline and go back to the beginning; to prospecting and lead generation. Although some very successful CEOs and sales professionals set goals to spend 50-70% of their time on prospecting, a more realistic average will be about 25-30% of each workday devoted to prospecting in order to grow your business.

I enjoyed reading the blog from Gavin Inghmam, who is a Writer, Inspirational Speaker, Sales Conference Catalyst, and the Founder of "I Am 10" Movement. Gavin talks about similar and other lead generation strategies to grow your business which I found very informative, insightful and useful.

If you are a sales professional or CEO and are not happy with the sales results in your company, then I suggest you look at your team’s lead generation techniques and active prospecting plans.

What is active prospecting? Depending on your market, be sure to include these activities in your prospecting and lead generation plan:

- Confirming calls, appointments, networking, strategic alliances, speaking engagements, seminars, responding to social media, advertising or mailing campaigns.

In many markets your prospecting plan should include the following:

1. **First, create a prospecting plan** that includes action steps, completion dates, involving people and holding the accountable. If you don’t have a prospecting plan to bring in new clients, how will you or your company grow?

2. **Cold calling, dials, confirming calls** is one form of prospecting which most people will not do. When connecting with a new prospect use your 30-second commercial specifically targeting the prospects’ needs within his industry. Try a new introduction or communication pattern that does not sound like a typical salesperson. Truth, honesty and integrity rule the day. Use the prospect’s preferred method of communicating to help them feel at ease with you and in turn they will be more receptive.

3. **Referrals and Introductions**. These activities can have a 50% to 85% return, respectively, if you ask. Knowing this, will you ask for more referrals? Or are you asking but not getting any referrals.

Continued on next page
4. Networking can be one of the most effective activities if conducted appropriately. What’s the number one complaint regarding network functions? Everyone is selling and no one is buying. Ask them about their challenges and then listen, listen, listen. They will reveal their problems and how you may be able to help them. Offer your assistance first.

5. Strategic alliances will produce better opportunities than going it alone. In the sales and management training world, I have developed a valuable connection of business coaches, consultants and CPAs with skills that do not overlap with mine. Finding a new strategic partner brings both skill sets together to help one prospect. The strategic formula is 1 + 1 = 3.

6. Speaking engagements are an opportunity to demonstrate to the world you are an expert in your field to a number of prospects at one time. Connecting with civic, associations and business organizations allow you to speak directly to your target audience. Remember to provide content to help them do better and do not just stand and sell.

Social media has changed the world, especially the business world. Outbound advertising can be effective but your promotional mix needs social media. Connecting with and demonstrating your expertise to individuals, like minded groups when prospects are curious about you, or your skills, keeps you “front of mind” before they have a need for your product or service.

The more you actively prospect, the easier it will become and the more effective you will be. Soon you will see more sales as a result.

By investing in a prospecting system using lead generation techniques, you will improve performance. Call with questions or comments on 484-320-8948. Tips from the coach.

**Tips From The Coach**

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**What area makes the best wine???</p>

*Come see what you think at the General Warren*

Our Women Influencing Business Committee hosts another Wine and Wisdom Event on Thursday, August 14. Join us as we taste wine and compare wines from different regions of the world.

**Event Information:**
Thursday, August 14th
5:00 pm
General Warren Inne
9 Old Lancaster Rd, Malvern, PA 19355

Member Price: $30/ person
Non-Member Price: $40/ person
Includes wine tasting and light fare

[Register online](#) or contact [Danielle Vetter](#)
Just Coffee

It’s no big deal—it’s Just Coffee!

Join us on Wednesday, August 27 at Sunrise Senior Living of Westtown for the Chamber’s most popular morning networking series. Connect with the region’s leading professionals while enjoying coffee and snacks before you start your day.

Free for Chamber members
Register Here

Wednesday, August 27
8:00 a.m. - 9:30 a.m.
Sunrise Senior Living of Westtown
501 Skiles Blvd.
West Chester, PA 19382

Members in the News

Check out this great article form the Daily Local on Chamber member Derek Fiorenza and his nonprofit organization, Fiorenza’s Food For Friends, or F4.

Click here to read the great article.

If your business or a member business is in the news, please send it to us and we will make sure proper exposure is given. Send news articles to Matt Johnson.
Meet Your Board

Officers
Chairperson of the Board, Joel Frank, Esq.
Lamb McErlane, PC

Chairperson Elect, Kim Brumbaugh,
Brumbaugh Wealth Management

Treasurer, Ken Goddu, Fulton Bank

Immediate Past Chairperson, Michael DeHaven, CPA
Rainer & Company, Certified Public Accountants

Foundation Chairperson, Pat Ward, Penn Liberty Bank

Vice Chairpersons
Business Development Division
Kristen LaDow, M&T Bank

Membership Development Division
Stacy Martin, Hankin Group

Public Policy Division
Thomas Chiomento, Exelon Generation, LLC

Strategic Planning Division
James Lee, WaWa, Inc.

Directors
Bill Belknap, aEDNRG, LLC
Carlo Borgia, Wells Fargo Bank
Susan Brandt, Bentley Systems
Michael Bray, The Vanguard Group
Kevin Broadhurst, Comcast
Michael Brown, KMRO Partners, Inc.
Bryan Burklow, Brandywine Hospital
Chad Byers, Brandywine Mergers & Acquisitions
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