CCCBI Kicks Off Membership Month

September is Membership Month at CCCBI! There is no better time to get involved. It all starts with Business After Hours, Wednesday, September 3 at Hilton Garden Inn Exton / West Chester. This is a free event, and an excellent opportunity for prospective members to connect with CCCBI member companies while learning the many benefits of membership.

If you know someone who may be interested in Chamber membership, please extend an invitation to this event. If your guest joins the Chamber on the spot, you will both receive incentives as a thank you for your support.

If you can’t make it to Business After Hours, don't worry. We hold our three day VIP Open House Luncheon here at the Chamber, September 16-18, 11:30 a.m. - 1:00 p.m. These VIP Open House Luncheon’s are open to all prospective members. They are designed to encourage the prospective members to come out and meet the Chamber staff, connect with current members, and learn more about membership opportunities. Current Chamber members must be accompanied by a prospective member in order to attend.

Business After Hours
Wednesday, September 3
5:30 pm - 7:30 pm
Hilton Garden Inn
Exton / West Chester
720 Eagleview Blvd East
Exton, PA 19341

VIP Luncheon
September 16,17, & 18
11:30 am - 1:00 pm
CCCBI HQ
1600 Paoli Pike
Malvern, PA 19355

REGISTRATION IS MANDATORY FOR ALL EVENTS AS SPACE IS LIMITED

Contact Patrick Hayakawa with questions or to register. 610-725-9100
In 2011, I had the opportunity to participate in a private briefing with T. Boone Pickens to discuss the Marcellus Shale. As only he could pointedly put it: “You (PA) are sitting on more BTUs than Saudi Arabia!” And, later as we left his office: “If you (PA) can do this right, you will bring manufacturing back to the US for generations.”

For years, our Chamber has discussed the importance of the natural gas that exists in PA. We have also supported policies that would not only encourage the growth of this industry; but also, the increased use of its gas in our state and nation. (In addition to gas in the Marcellus Shale, there is also gas in the Utica Shale and South Newark Basin; which, together, may have more natural gas than Marcellus.)

This industry has now taken a foothold in PA, and is becoming an ever-growing piece of our state’s economy. It’s important that we, as business leaders, learn all we can about this important industry. To date, over 70,000 Pennsylvanians work in or support this industry, over $2 billion dollars in tax revenue and another $600 million in “Impact” fees have been collected, with tax revenues shared across the state—including over $2 million in our County. We should become informed advocates—or constructive critics, if the need arises.

Therefore, on Tuesday, September 30th, we are going on a tour of Marcellus Shale country. This tour will be a hands-on lesson in “Marcellus 101” in NE PA: How is gas found, extracted and sent on its way to begin its route to homes or businesses? (In the future, we will tour/discuss “the downstream:” local impact and opportunities, its use at the refineries in Delaware County and South Philadelphia, and its possible expanded use in our County—to homes and businesses.)

On September 30th; our day will include:
• A tour of actual well-pads in NE PA;
• A “class room” discussion and Q & A of what fracking is and what the impact has been in PA; and,
• A networking event with business leaders from NE PA, consisting of leaders working directly and indirectly with the natural gas industry.

*If you can join us, please dress in work clothes as we will tour active work sites.* Our special guests will be: PUC Chairman (and former CCCBI CEO) Rob Powelson; and, Patrick Henderson, Governor’s Energy Executive & Dep. CoS. Breakfast, lunch and snacks will be provided.

Seating is limited to one bus—to ensure that all attendees will get a good look; and, a chance to learn and ask questions. To register, contact Danielle Vetter

If this industry grows properly—safely and smartly, we will create jobs for generations and make PA a great location to start or grow a business. The keystone state offers many great incentives for job creation—adding low cost energy will move us to the top of the list among states, and nations.
Marcellus Shale Bus Tour
Cabot Oil & Gas: Northeastern PA

CCCBI hosts a Marcellus Shale Bus Tour on Tuesday, September 30.

The day will feature Marcellus Shale 101 information, touring of a well-site, and networking opportunities.

Ticket Price: $40
Includes breakfast, lunch, transportation to Susquehanna County

Tentative Agenda:
6:30 a.m.  Registration
7:00 a.m.  Bus departure from CCCBI
10:00 a.m. Arrival and Shale 101 Class (Cabot Oil & Gas NEPA Hq.)
11:00 a.m. Travel Tour of sites of Cabot (Lunch included)
2:00 p.m.  Arrival at Lackawanna College for Reception
4:00 p.m.  Departure
7:00 p.m.  Arrival back at CCCBI

Registration to this event will open to our membership on Monday, September 8th.

Limited seating on the bus! Contact Danielle Vetter for more information.

Bank where your business is.
Online and in person, we’re here for your small business.

We are committed to providing you with the best options in banking to help you grow your business. Open a Small Business Checking Account, and gain access to a Fulton Bank Relationship Manager. Listening is just the beginning with our online and in-person financial resources. Easily manage and assess your finances when you need to. All of your finances. All of the time. All just for you.

Eight convenient Chester County locations:
Exton, Guthriesville, Jennersville, Kennett Square, Oxford, Parkesburg, West Chester, West Goshen

Fulton Bank
LISTENING IS JUST THE BEGINNING.*
fultonbank.com

Fulton Bank, N.A. Member FDIC. Member of the Fulton Financial Family.

Business After Hours
Historic Sugartown

Wednesday, October 1
5:30 - 7:30 pm
Historic Sugartown
690 Sugartown Road
Malvern, PA 19355

Register Here
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**Welcoming the Chamber’s Newest Members**

Members Joined in August 2014

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<th>The Children’s Hospital of Philadelphia</th>
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<th>Wanner Associates</th>
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<td>Peter Grollman</td>
<td>Sheila M. Roberts</td>
<td>Alex Rahn</td>
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<td>Tracy Bond</td>
<td>Jim Lucas</td>
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<th>Valley Youth House</th>
<th>Ericson Strategic Marketing Solutions, LLC</th>
<th>Janie Mershon, Esq.</th>
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<td>Anna Dichter</td>
<td>Cynthia Ericson</td>
<td>484-875-3115</td>
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<td>484-999-8214</td>
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October
11-19, 2014

Sino-American Regional Business Development & Cultural Exchange Summit
Register Today
2014 Leadership Conference: Building a Better Leader

Don’t miss your local opportunity to build your leadership skills at this ½ day conference 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.
- Participate in an excellent opportunity, for your employees and yourself
- Walk away with a set of skills that can be immediately implemented at your workplace
- Network with your peers and Session speakers
- Leave as a leader others want to follow

Featuring three Speakers:
- Conference Kick Off & Closing, Joan Walsh of Kashbox Coaching
- Networking- A Way of Life, Cynthia Ericson, Ericson Strategic Marketing Solutions
- The Five Non-Negotiables of Leadership, Jen Croneberger JLynne Consulting Group, LLC

Friday, September 12
8:00 am - 1:30 pm
Penn State Great Valley

Agenda
8:00 am - 8:45 am Registration and Breakfast Networking
9:00 am - 9:30 am Session 1 (part 1)
9:40 am - 10:40 am Session 2
10:50 am - 11:50 am Session 3
12:00 pm - 12:25 pm Session 1 (part 2)
12:30 pm - 1:30 pm “Mocktail” Lunch and Networking

Register today! Limited seats available.

Member Cost: $70
Non-Member Cost: $85
** Individual tickets include access to three seminars, continental breakfast and lunch networking

Sponsorship and Group Pricing available
- Ticket Bundles: Receive a discount for buying a group of tickets
  - 6 tickets $380 (save $40)
- Contact Danielle Vetter for Sponsorship Opportunities

Thank you to our sponsors:

Silver Sponsor

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Marketing Sponsor

M&T Bank

Spotlight Sponsors

STEPHANO SLACK LLC
(accountants and tax advisors)
On Wednesday, October 22nd, The Chester County Chamber of Business & Industry hosts its 2014 Annual Dinner, 5:30 to 9:00 pm held at the beautiful Longwood Gardens. This Chamber tradition celebrates the accomplishments of the Chamber over the past year as well as looks ahead to the future. Complete with expanded networking, award presentation and dinner stations, this is truly an unforgettable evening. What also makes the Annual Dinner so special is the fact that the Chamber has the opportunity acknowledge two high-level business professionals in Chester County through the CEO and the Citizen of the Year Awards.

The CEO of the Year is awarded to a C-Level Executive Leader of a company who has had a significant impact during the year or who has shown steadfast leadership to their company and the community on an ongoing basis. The Citizen of the Year is awarded to someone who has taken on a community initiative or has had a major impact on their industry through professional and community involvement.

After the presentation, feel free to network some more or head right to the dinner stations which will be serving delicious dinner choices.

Don’t miss it! Register online or contact Danielle Vetter
Sponsorships and program advertisements are also available.

Event Information:
Wednesday, October 22, 2014
5:30pm – 9:00pm
Longwood Gardens
1001 Longwood Road
Kennett Square, PA 19348.

Member Cost: $175.00
Non-Member Cost: $250.00

Platinum Sponsor: $5,000
Gold Sponsor: $2,500
Silver Sponsor: $1,000

PRESENTING SPONSOR

DNB FIRST
BANKING
SINCE 1860
EDWARDS BUSINESS SYSTEMS

AS INDUSTRY TRANSFORMS, COMPANY KEEPS PACE

"CHANGE IS WHAT KEEPS OUR COMPANY GROWING. WE'RE PROUD TO BE 60." Jim Edwards, chairman of Edwards Business Systems, embraces change. In the fast-moving office technology industry for 60 years, Edwards Business Systems (EBS) has grown from a mom and pop store selling and servicing typewriters and adding machines, to one of the 10 largest independent office technology companies in the country.

Founded in 1954 on Penn Avenue in West Reading, Pa., by Joseph and Alberta Edwards, the original office still serves as one of the company's 10 locations in Pennsylvania and Virginia, and the company is currently enjoying its third generation of ownership. This successful transition speaks volumes about the commitment EBS makes to its employees, its clients, and the markets that it serves.

From its humble beginnings, the company has sold, serviced and supported technologies ranging from typewriters, calculators, cash registers and word processing systems, to production print systems, multifunctional products, finishing equipment, document software solutions and print monitoring systems. The company continues to embrace emerging technologies as they impact document management to provide Fast Forward Document Solutions to its clients. In addition to working with the primary manufacturers of Konica Minolta, Ricoh, Hewlett-Packard and Lexmark on product offerings and technological advancements, EBS is pursuing expansion of key initiatives that its executives believe will continue the company's success for another 60 years. EBS has been awarded the prestigious "Elite Dealer Award" by the e-magazine This Week in Imaging for the last 13 years, demonstrating its leadership in the industry.

“Our mission is to do the best for our clients and to completely satisfy them by providing quality business systems and superior services,” explained Ray Fuentes, president of EBS. Jim Edwards continues, “But this can only be accomplished with the commitment of our employees. Our care for our associates, combined with empowerment, terrific benefits, competitive compensation and, most of all, respect, makes EBS a great place to work and a great company to partner with.”

EBS has offices in West Reading, Bethlehem, Scranton/ Wilkes-Barre, Harrisburg and Pottstown. Over the years, EBS has acquired many other office technology dealers. Its largest acquisition came in 1994 when it bought a foothold in Richmond, Va. Since then, the company has expanded beyond Richmond to include offices in Lynchburg, Charlottesville, Roanoke and Shenandoah Valley.

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<th>Joseph Edwards</th>
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<td>James B. Edwards/ Raymond Fuentes</td>
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www.LVB.com
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<tr>
<td>September 3</td>
<td>Business After Hours - VIP Membership Kickoff</td>
<td>Hilton Garden Inn Exton / West Chester, 5:30 pm - 7:30 pm</td>
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<td>Penn State Great Valley, 8:00 am - 1:30 pm</td>
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<td>Contact Marianne Martelli for more information</td>
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<td>September 30</td>
<td>Marcellus Shale Bus Tour</td>
<td>Cabot Oil &amp; Gas, Contact Danielle Vetter for more information</td>
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<td>October 7</td>
<td>What’s The Future of Healthcare in PA?</td>
<td>QVC, Inc, 9:45 am - 11:30 am</td>
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<td>October 1</td>
<td>Business After Hours</td>
<td>Historic Sugartown, 5:30 pm - 7:30 pm</td>
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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

Click here for a full calendar of events.
Member Spotlight

Patrick J. Byrne
Proprietor, General Warren Inn

Historic 270 year old country inn. Eight charming multi-room guest suites, 140 seat restaurant with three private party rooms, and a beautiful terrace area outdoor dining. Also houses the Warren Tavern for lite fare and drinks. We provide hospitality to corporate clients, locals and many rehearsal dinners and on-site wedding ceremonies and receptions.

**Why did you join the Chester County Chamber of Business & Industry?**
CCCBI membership not only grows, but has a great cross section of business sectors as active members. As a busy restaurateur, I know when I take valuable time to attend a chamber event, not only will it be well attended, it will allow for great networking and education

**If you were not in the position you currently hold, what would you be doing?**
Food truck by ski resort in rocky mountains

**What is the most important lesson you have learned in business?**
Stick with your fundamentals and provide a consistent product. Never forget why you do what you do. Today’s stimulating world creates distractions that can lure you from your roots. Always remember what was the ‘recipe’ for your original success.

**Are there any other community activities that you (and/or your company) are involved in or are looking to get involved in?**
General Warren supports hundreds of fund raising events each year with goods and services but we have a few that we always provide additional support to. The Brandywine Health Foundation and Interfaith Housing of Chester County are two organizations that we are always there for.

Come see the new renovations at General Warren in September:

Refurbished Front Porch for casual dining, completely newly renovated Warren Tavern, and new paint, décor and ceilings in all dining rooms. General Warren is using energy saving LED lighting where feasible and low energy Edison Bulbs in specific applications. Same award winning food and attentive service, of course.

*The New General Warren…Historic Hospitality*
CHAMBER DAY

WEDNESDAY, SEPTEMBER 17, 2014 » WASHINGTON, D.C.

Join us as we connect Greater Philadelphia’s business leaders with the region’s congressional delegation for a full day of insightful meetings in our nation’s capital. Develop relationships with key congressional members and Chamber participants as we advance the business community’s agenda in Washington, D.C.

6:30 a.m. Registration at 30th Street Station, Philadelphia
6:55 a.m. Private Amtrak Service: Departing from 30th Street Station to Union Station with an additional stop in Wilmington, Delaware
9:30 a.m. - 3:30 p.m. Briefings by members of regional congressional delegation and executive branch with lunch included
4:00 p.m. Private Amtrak Return Service: Departing from Union Station to 30th Street Station with an additional stop in Wilmington, Delaware

FEES:
- GPCC Member & Partnering Chamber Member Individual Ticket: $395.00
- GPCC Member & Partnering Chamber Member Individual Ticket (Without Transportation): $225.00
- YPN Member Ticket: $345.00
- YPN Member Ticket (Without Transportation): $175.00

For more information or to register, visit gpc.com/chamberday. Questions: call 215-790-3623 or email kkarpink@gpc.com.
No telephone reservations please. Space is limited.

Presented by:

Sponsored by:

PAYMENT INFORMATION Please reserve ticket(s) at .

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List additional names and titles

☐ Enclosed is a check payable to Greater Philadelphia Chamber of Commerce. ☐ Please charge my ☐ Amex ☐ Visa ☐ Mastercard ☐ Discover/Novus

Cardholder Name

Exp Date

Sec. Code

Card Number

Signature

Amount $

Register online at GPC.COM. Or complete this form and fax to 215-790-3699 or mail with payment to: Events Registration, GPC, 200 S. Broad Street, Suite 700, Philadelphia, PA 19102. Please make check payable to Greater Philadelphia Chamber of Commerce. Payment required upon registration. No refunds given after September 5, 2014. Substitutions may be made.

All attendees are subject to the following policy: GPC programs are privately sponsored events with a structured format. No demonstrations or other disruptions will be tolerated. Violation of this policy may result in the attendee’s removal from the premises without refund, in addition to possible legal remedies.
On The Scene...

**PAC Fundraiser**

Host Tom Petro with Sen. Dominic Pileggi, and Sen. John Rafferty

**Grand Opening of Massage Envy Spa in Exton.**

The Exton location was the 1,000th.

CCCBI Chairman Joel Frank, Jeannie Liggett of Exelon, and Nicholas DeBenedictis of Aqua

**Upper Main Line YMCA 50th Anniversary Celebration**

View, like, and share our photos on
CCCBI - Penn Liberty Bank Golf Classic

Left to right - Jeff Wendler and Chris Swanson of Wayne Moving & Storage with Brian Zwaan and Pat Ward of Penn Liberty Bank

Business After Hours
General Warren Inne

CCCBI President & CEO Guy Ciarrocchi with Chris Franklin of Aqua
If you search the internet for “Best Sales Practices” you will find hundreds of excellent suggestions. I have put together a list based on my 25 years’ experience in global sales and leading sales teams located all around the world.

Best Sales Practice #1: Have A Selling System:

To be successful in sales, whether business to consumer (B2C) or business to business (B2B), must employ a sales system or process. A process will begin with engagement and take you through to long term account management relationship. Your new best sales practices system needs to include bonding, rapport, engagement, active prospecting, and mutual agreement. You will need to ask questions, provide solutions with integrity and honesty. If you cannot help the prospect, tell him. There are many best sales practices that will fit this model. I have been a student of most. Get a system that works for you.

Best Sales Practice #2: Develop A Prospecting Plan That Includes Tracking, Measuring And Accountability:

Why do some perform at a higher level of efficiency while others barely meet the minimums, especially when it comes to salespeople and their results? Many business owners I have spoken with have a poor sales methodology or ineffective tracking key leading indicators. Where do your sales come from? Referrals? Networking? Associations? Prospecting? (oh, your salespeople told you they don’t have enough time to prospect, so they stopped). Does your organization put together proposals? Do you track how many sales close? How does your company measure sales pipeline and track closing percentages? Do you have an accountability system for all salespeople to follow? Does your organization have a common culture, process and language so another salesperson can step in, if necessary, and take over if someone is out?

Best Sales Practice #3: Inspect What You Expect:

Sales can be the most rewarding occupation or it can be someone’s biggest nightmare. The key to remember in best sales practices is “selling is NOT telling”. Rather, selling is about asking questions. What is the prospect really looking for with you? Do they have a compelling emotional reason for doing business with you or do they want your features, benefits and price only to provide it to their vendor (your competitor!) of 10 years to get a better price?

Best Sales Practice #4: How Do You Feel About “You?”

This best sales practice is about you and “What’s between your ears”. The “You” depends on three pivot points: 1) Attitude, 2) Behaviors and 3) Techniques. Of the three which one do you think is most important? Your attitude is basically how you feel about yourself, your product or service you are selling and the market you are in. Are you in a great market? What are your beliefs about your market, yourself, your company? Are they self-limiting beliefs? Are they holding you back? Your behaviors are your activities, plans and your goals. Do you and your sales people have goals? Are they written down? And lastly, technique. Do you and your sales team have the best sales techniques? If their head and their heart are not in the game it will seem like they are always “swimming upstream”.

Continued on next page
Continued from previous page

**Best Sales Practice #5: Go Back To Class, Get A Coach Or Find A Mentor:**
Invest in yourself to do better. You can find a coach, mentor and trainer or you can serve as a coach, mentor and trainer to your employees. It is the foundation of best sales practices. However, some companies view it as tantamount to babysitting. If you are a sales professional who wants to do better, look within your company for a mentor or coach. Many senior executives will help.

Whenever you invest in yourself and challenge your comfort zone, the success you aspire to is just around the corner. It may mean hiring a coach or trainer to get you through! If you are open to learning more and improving your sales, I am happy to hear from you. Sign up for my blog, attend a workshop or receive sales tips monthly. Call with your questions on 484-320-8948.

**Tips From The Coach**

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**Julia Taylor hired as Networking & Programs Manager**

The Chamber is pleased to introduce Julia Taylor as the Networking and Programs Manager. In this role, Julia provides the planning, coordination, and implementation necessary for programs and services to give an exceptional return on investment for the Chamber’s membership. Julia also coordinates monthly networking events and serves as staff liaison to the Small Business Advisory Group.

Julia graduated from Bloomsburg University with a B.A. in Communication Studies with a concentration in Interpersonal Communications. Prior to working at the chamber, Julia worked at TechUSA as a Scientific Recruiter where she provided technical recruitment solutions across the nation for many leading businesses.

Julia was intrigued by the Chamber’s core values of integrity, leadership, and advocacy for the small business community. “I believe that it is important to help small businesses succeed in order to make our community more prosperous as a whole. I am excited to be a part of the chamber and look forward to working with our members and staff,” says Julia.

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**What's the Future of Healthcare in PA?**

Join CCCBI for a town-hall style meeting featuring:

- **Michael Wolf**, Secretary of Health for Pennsylvania
- **Michael F. Consedine**, Insurance Commissioner for the Pennsylvania Insurance Department
- **Beverly Mackereth**, Secretary of the Pennsylvania Department of Public Welfare

**Event Information:**
Tuesday, October 7th
9:45 am – 12:00 pm
QVC Headquarters

Tour of QVC immediately following program.

**LIMITED SEATING.**
Registration closes on Wednesday, October 1st. Because of security precautions, you MUST BE PRE-REGISTERED to attend.

Register here or contact Danielle Vetter for more information.
Over the years, from owning businesses, to working at various businesses, to knowing many business owners, several realities about a business owner’s life have become crystal clear. First, you are a hard working bunch. You put in long-hours, day-after-day, doing what has to be done. (Often times, when no one else is around or available to do it.) You want to build a better business, gain more time freedom, more financial freedom, and you want to make a difference (even leave a legacy).

Second, I have found that most business owners want to read more books. Yes, really. What usually happens, though, quite frankly, is that after a long-day’s work, when you sit down to read, a few pages later—maybe even a few paragraphs later—your eyes get heavy, your head starts to nod, the eyes go shut, and the snoring begins. (And that’s not because the book is boring.)

These valiant attempts go on for weeks, months (even years) and you conclude that reading is simply not for you. Wrong. When you read strategically and regularly, you equip yourself and grow your ability to lead your organization toward greater success and toward achieving your business and personal goals faster and more profitably. Reading makes a difference.

Third, I have found that business owners are a lonely bunch. Deep down, you ‘Long to Belong’.

These observations—this awareness—has resulted in me making the decision that it’s time for business owners in Chester County to have something new!

And so … I created the Business Owner's BookCLUB™. It’s a place where you can:

- Belong to a tight community of like-minded business owners who are focused on the same things you want: business growth, business excellence, business profits—and growing personally, learning in a productive, positive, fun environment, and networking among those you trust.
- Be equipped with savvy ideas, strategies, and profit-building principles that can be applied in your business right-away.
- Build a library of books you’ve actually read and be proud of your accomplishment.

Each Business Owner's BookCLUB™ meeting has chapter-by-chapter, profit-building discussions based on books written specifically to expand your ability to lead and grow your organization faster and more effectively.

Books covering topics and strategies such as: Cash Flow, Profitability, Leads, Sales, Repeat Business, Team Building, with titles such as, ‘Buying Customers’, ‘What Got You Here Won’t Get You There’, ‘Good to Great’ … and authors like Brad Sugars, Marshall Goldsmith, Jim Collins, Kenneth Blanchard, and more.

Bottom-line, through Business Owner's BookCLUB™, you can expand your entrepreneurial expertise, renew your energy, have fun, and get practical, growth accelerating tools to apply in your business right away—week-after-week, month-after-month, year-after-year.

Bruce Kirk is a business owner and business performance coach with ActionCOACH. He is based in West Chester and combines 30-years of personal business experience and 20-years of ActionCoach systems to equip business owners with strategies proven to accelerate profits 30-50% in 12-months and beyond.

Tuesday September 23rd is the Kick-Off for new club chapters of Bruce Kirk’s Business Owner's BookCLUB™. To find out more—and position yourself to BE the best, DO the best, HAVE the best—go to the info/registration page at mybookclub.eventbrite.com/?aff=cccbi or call Coach Bruce at 610-563-6683.
CM Services Group to Host a Cost-savings Workshop
Cost-savings Initiatives: A Path to Increased Profitability

Everyone will agree that most companies and organizations are faced with a tough business environment. Whether it’s due to the general economic slowdown, waves of new costly regulations, increases in the cost of materials, supplies or services, or aggressive competition, most companies have felt the pressure. Many entities have responded by cutting staff, but you are now down to the core and the people you have are multi-tasking, putting in longer hours and having less time to focus on non-core costs. The most valuable resource a business organization has is its people and their accumulated knowledge of the products/services you offer, and how those products and services are produced and delivered to the customer. Your people have served the company well and now you want and need to protect them. This educational workshop is offered to the company/organization that is seeking proven and innovative ways to reduce their Overhead and G&A expenses thus protecting staff and increasing profits.

The workshop is targeted towards decision makers such as the CEO, COO, CFO, CIO, CTO, VP Controller and Supply Chain Managers for small companies, with at least 30 employees, to large multi-national corporations. It will be equally beneficial to both for profit or not for profit companies.

The workshop presented by CPM Services Group, a company dedicated to cost-savings strategies and execution, will address the numerous issues, challenges and rewards of instituting a best business practices model of externally provided cost-savings expertise.

The workshop will present what a cost-savings initiative is, typical cost areas that can be addressed, the rationale for implementation and discussion of the internal challenges and objections to implementing such a program. The workshop includes several speakers who are experts in their particular discipline and have historically achieved cost-savings of 20%, when averaged across all cost areas. The speakers will present the process of benchmarking to industry standards, the development of optimization plans, the management review process and then the execution of the plan. They will present the key attributes of selecting a cost-savings consulting firm in regard to experience, emphasis on maintaining existing supplier relationships, management involvement and compensation.

CPM’s speakers will discuss cost-savings areas such as Health Insurance Strategies, Hosted VOIP Telecom, Wireless Cost Management and purchasing of Office Products, Printing, Records Management, Factory Consumables, Insurance, and many more. Time for discussions with the cost-savings experts will follow the presentation.

This informative and interactive workshop will be conducted at the Chester County Chamber of Business and Industry headquarters in Malvern on September 24, 2014 from 8:30 AM to 11:00 AM. Continental breakfast will be provided.

To register call the Chamber at 610-725-9100. If you have specific questions regarding the event, please contact Bob McGinnis of CPM Services Group at 610-945-5490.
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