



The Chamber Chatter Box



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PRESIDENT'S CORNER



Winter has finally decided to come to Western Pennsylvania. With well-above-normal temperatures this past December we were spoiled with one of the warmest December's in recorded history. Meteorologists credit the mild temperatures to the strong El Nino in the Pacific. Does your business benefit from the warmer temperatures or do you rely on the snow and cold for profitability? Weather surprises can be a challenge in either case.

Hopefully the winter weather will not stop you from attending some of the very exciting events that the Chamber has scheduled for February. First is our February lunch speaker, Loyd Johnson from First Commonwealth Advisors. He will speak to us about "What's happening in the economy." With all the volatility in the markets, this is a very timely topic.

Next up is a new event brought to you by the newly formed membership committee. The "Love your Chamber" cocktail reception in the beautiful Lounge at South Hills Country Club will be a fabulous way to show off your chamber to your colleagues and hopefully convince them of the benefits of membership in our Chamber. If you bring a prospective member, they will be our guest! Watch your email or check out the website for details.

Finally, at the last Board of Directors meeting, the board thought it might be helpful to define the guidelines that should be followed when promoting your events through the chamber's website or email blasts. The organization advertising must be a member of the chamber. Members are permitted to promote events one time per calendar quarter, and the post must be submitted in a PDF format ready to post. The Chamber cannot edit or write the ad copy. Please note that the BBW Chamber does not release our email address list to members or outside parties. Thank you for your cooperation in this matter.

As always, all my best for your continued success. Keep warm!

LUNCHEON & GENERAL MEMBERSHIP MEETING

February 4, 2016

South Hills Country Club

4305 Brownsville Road, Pittsburgh, PA 15227

Noon

Guest Speaker

Loyd Johnson

Chief Strategist, Senior Vice President

Sales Portfolio Management, First Commonwealth Advisors

What's Happening in the Economy

Loyd Johnson joined First Commonwealth Advisors in October 2015 as its Senior Vice President, Chief Strategist - Sales Portfolio Management. In this position, Loyd is responsible for strategy; business development and sales opportunities; and supporting portfolio management products and processes.

Loyd was previously a Senior Institutional Client Advisor at a leading investment advisory firm headquartered in Pittsburgh, managing over 25 relationships for single mandate investment strategies. He also held leadership positions and worked with both money management and institutional clients at Oppenheimer & Co. and RBC Dain Rauscher. Loyd managed a several billion dollar enhanced index strategy for over 13 years and served as a senior investment consultant, advising on over \$10 billion in assets. He received his bachelor's degree and master's degree in Public Policy and Finance from Carnegie Mellon University.

Advance reservations requested:

\$20 with reservation

\$25 for non-members and those without a reservation

Contact Mary Dilla - secretary@bbwchamber.com

Next luncheon and general meeting March 3rd

Welcome New Members!

Dollar Bank Mortgage Center -Laureen Polens

412-818-8015, lpolens502@dollarbank.com

Unique Services & Applications Inc. -Debbie Carnegie-Gromo

412-882-3601, Debbie.carnegie@higherusa.com

PNC Bank - Whitehall - Hilary Zeiler

412-884-1235, hilary.zeiler@pnc.com

WOMEN'S NETWORKING LUNCHEON

Friday, February 12, 2016

Noon

South Hills Country Club

4305 Brownsville Road, Pittsburgh, PA 15227

Guest Speaker

Mj Callaway

Sales Retention Expert

When Life Throws Challenges, Build Your Road to Thrive

Challenges hit everyone sometime in their life. Author and Speaker Mj Callaway walks you through three simple steps to drive out of that challenging rut. With Mj Callaway's humorous anecdotes and doable action steps, you can thrive. Mj shows you how to incorporate small changes to make a big impact in your life.

When others say you can't, build your road to "Yes, I Can" with Mj Callaway's takeaways:

- How challenges signify new directions
- Find the Super-Size You
- Access What You Have and What You Need

Mj Callaway, CSP beat the odds to start over when her safety was threatened. As an underdog, she's beat the odds in several industries. Dubbed the \$14 Million Dollar Communication, Mj garnered respect in a male-dominated field by closing multi-million dollar contracts for a national company. She has authored three best-selling books, hit the number one spot on Amazon.com, and has been awarded four Gold Awards from PMA. As a Sales Retention Expert and speaker, Mj presents engaging and content-rich workshops for national conferences, associations and corporations such as American Heart Association and Viacom. Learn more about Mj at MjCallaway.com.

Please plan on attending and bring a friend. We welcome members and non-members.

If you or any of your friends are looking for new marketing opportunities to showcase your products and services, please reserve a table and share this information. Display tables are limited and will be reserved on a first come first served basis.

Lunch for Chamber Members - \$20 - Bring a friend!

Lunch for Non-Members - \$25

Display Table \$10

Please make a reservation by contacting our secretary:

Mary Dilla - secretary@bbwchamber.com

2015-2016 Officers

President	Mary Ann Laudato, Pittsburgh Asphalt Co.
Vice President	Virginia Weida, Virginia Weida Design
Treasurer	Sean J. Hayes DC, Hayes Chiropractic
Secretary	Mary Dilla

BUSINESS SPOTLIGHT!



Dorsey Design is an independent marketing firm, teaming with clients

to provide design and printing services for marketing communications. Dorsey Design has been successfully creating effective design solutions for over twenty years, working with long-term clients such as PNC Bank, Jefferson Hospital, Federated Investors, John F. Slater Funeral Home, and First Commonwealth Bank.

Dorsey Design has built its success on three areas of strength: Creative Talent, Marketing Expertise and Outstanding Service.

Creative Talent is the obvious skill when partnering with a marketing firm. Approaching each project with a strong eye for clean communications and eye-catching visual skills, Dorsey Design is foremost a design studio, providing successful design strategies that meet budgets and deadlines. President Sam Dorsey has made a career of thinking visually. She holds a B.A. in fine arts.

Marketing Expertise is needed to interpret the design challenge and provide the most effective solution. Dorsey Design provides business comprehension along with visual skills to the client relationship. With an M.B.A. from the University of Pittsburgh Katz Graduate School of Business, Ms. Dorsey brings a unique skill set of both art and business.

Dorsey Design is highly experienced in the production of marketing communications, knowing what it takes to design projects that are cost-effective, and working with printers to ensure that art moves through the production process efficiently.

Outstanding Service comes from understanding the challenges that clients face. Sam Dorsey collaborates with the client as if part of the in-house team. Always on-time, always with confidence, Dorsey Design services each project as if it is the sole project..

Please contact Sam Dorsey at 412-881-0803 or sam@dorsey-design.com for more information.

Board of Directors

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