



The Chamber Chatter Box

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The Official Publication of the Brentwood • Balwin • Whitehall Chamber of Commerce - November 2009

President's Corner



The Baldwin, Brentwood, and Whitehall Chamber of Commerce gives local businesses and professionals a chance to shine in front of dozens of members in ideal networking conditions. But, how can you get the most from your membership? After some thought and discussions with other chamber members, I came up with some useful tips that can maximize the benefits that chamber membership offers.

1. Wear a name tag at luncheons, mixers, and other events. This makes it as easy as possible to network and to strike up conversation. It also helps to avoid the embarrassment of calling someone by the incorrect name or the awkwardness of not using a name at all.
2. Be just as concerned about doing business with other chamber members as you are about their doing business with you. This lends sincerity to your interactions.
3. Attend as many functions as you can. In the event that you are unable to attend an event personally, send a staff member instead.
4. Consider providing a door prize at events, hand out brochures, magnets, promotional items, etc., at each function that you attend.
5. If your business is in the news, achieves a milestone, is awarded an honor, or has an upcoming event, contact Mary Dilla, the chamber secretary, about possible inclusion in the monthly newsletter, or an e-mail blast to the entire membership with your announcement.
6. Be the first to welcome a new member to any of our events and introduce them to other chamber members. This gives them a sense of welcome and inclusion at our functions.
7. Get involved! Volunteer your time or your services at a chamber event: a golf outing, luncheons, Women's Networking luncheons, and mixers. We can never have too much help.

Remember, when you join the chamber, you are meeting the cream of the crop in our community, where people are used to getting much more than they expect to receive. Give freely of yourself, your time, and your attention. Don't take unfair advantage of that generosity – be one of the generous ones. Put your best foot forward, and you'll build relationships that will last a lifetime.

See you at the next event!

Dr. Sean J. Hayes

LUNCHEON AND GENERAL MEMBERSHIP MEETING

November 5, 2009

Salvatore's
5001 Curry Road
Pittsburgh, PA 15236
Noon
(buffet will open at 11:45)

Speakers

"How Leaders Hire And Retain The Right Employees For The Right Jobs"

Dr. Jan Ferri-Reed, President of KEYGroup
Chuck Sujansky, Executive Vice President of KEYGroup
and
Mayor Jim Nowalk, Whitehall Borough

The fact is that when you have good people in your organization from all generations, and when you coach them to succeed, they will grow your business.

However, if people problems like excessive employee turnover, recruiting the right people for positions, and dealing with low employee productivity overwhelm you, success will be a distant vision.

Dr. Jan Ferri-Reed and Chuck Sujansky will discuss how to:

- Determine the cost of turnover in your company
- Identify hiring problems and mistakes
- Retain talented employees of all generations

Mayor Nowalk will give a brief update about what's happening in Whitehall Borough.

Please make a reservation by contacting:

Mary Dilla at: 412-884-1233 or E-mail:

secretary@bbwchamber.com

\$15 with reservation

\$18 for Non-Members and those without a reservation

Next Chamber Luncheon -

December 3 at South Hills Country Club



Thanksgiving Food Drive

The chamber will once again collect non-perishable food items and monetary donations for the Brentwood Food Pantry at the November luncheon. Please consider helping those in need during these hard economic times.

Thank-you
to our
2009-2010
Chamber Sponsor



THE BANK OF NEW YORK MELLON

WOMEN'S NETWORKING

4 th Annual Holiday Bazaar



November 13, 2009
South Hills Country Club
4305 Brownsville Road, Whitehall

To help us with our holiday shopping, and to provide greater opportunities for local and home-based businesses, the monthly meeting of the Women's Networking of the Brentwood Baldwin Whitehall Chamber of Commerce is hosting a special Holiday Bazaar.

Vendors can purchase lunch and a display table for \$25.

We will have lots of great shopping!

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. We meet on **Friday, November 13, at noon at South Hills Country Club**. Please plan on attending and bring a friend. We welcome members and non-members.

We will once again hold a raffle at the luncheon with the money raised going to the Brentwood Food Pantry. If you would like to donate an item to the raffle, let Mary know so that we have room on a table for your item.

This is a great opportunity to build professional relationships and put your products and services out there. Everyone will pass out cards and brochures and present a one-minute "commercial."

See you at South Hills Country Club, noon!

Lunch - \$15 - Bring a friend!

Lunch for Non-Members - \$18

Lunch and a Display Table for this Special Event - \$25

(Deadline for display table reservation - November 10th)

Please make a reservation by contacting our secretary:

Mary Dilla at: 412-884-1233 / secretary@bbwchamber.com

Next Women's Network Meeting Friday, December 11th



Best Buy Holiday Shopping Day!

November 18, 2009 7:30 – 10:00am

Century III Best Buy – 412-650-6240

Century III Best Buy #588 invites the members of Brentwood Baldwin Whitehall Chamber to the annual Holiday Early Shopping Event!

Special Pricing for the event – Shop without crowds to get special attention from our certified sales associates

WELCOME - New Members!

T-Mobile - Brentwood

Craig Munster - 412-881-0908

ADP - Small Business Services

Kelly Herman - 412-249-4875

Little Caesar's Pizza - Caste Village

Sean Hatfield - 412-882-5684

CHAMBER SPOTLIGHT



470 Streets Run Road
Whitehall, PA 15236

CASE | SABATINI CPAS

Case | Sabatini is a public accounting firm based in Whitehall. With a full range of innovative accounting, auditing, tax planning, wealth management, and consulting services, we serve a large and diverse base of clients both locally and nationwide. Our firm specializes in serving construction contractors, real estate developers, governmental entities, health care providers, manufacturers, and retailers. Our investment arm, CSD Financial*, specializes in serving the owners of these businesses as well as other high-net-worth individuals. Case | Sabatini is a strong, mid-sized CPA firm, which gives us a real edge in the marketplace and particularly distinguishes us in the industry specialties noted. Since 1971, our clients have received the same high-level, personal attention and direct partner / manager involvement normally associated with smaller firms, but they've also benefited from the comprehensive service capabilities, resources, and expertise of a national firm. With offices in Whitehall, Wexford, Southpointe, and Greensburg, our firm brings together the expertise of 40+ professionals, all committed to providing our clients with the highest quality of professional services.

Call us today at (412) 881-4411 or visit our web site at www.CaseSabatini.com.

Mike Roth, may be reached anytime at Roth@CaseSabatini.com for assistance with your accounting, tax, or wealth management projects.



Mixer at Studio G

November 16

3919 Clairton Blvd., Pittsburgh PA 15227

5 - 7 PM

Enjoy the hospitality of Studio G by joining us in this networking opportunity to meet other chamber members. Evening activities include:

! Personal training demonstrations in their private gym

! Wellness Center tour

! Relaxing back, neck and shoulder massage as well as scalp massage and wash

! Hair Consultations

! Complimentary polish change using OPI polish

! Drawing for FREE teeth whitening every 30 minutes

! Discount gift card specials and other Chamber Specials!

Please make a reservation by contacting secretary, Mary Dilla, 412-884-1233 or email:

secretary@bbwchamber.com

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