

DISRUPTING THE BUSINESS OF NETWORKING...

THE PENNSUBURBAN CHAMBER OFFERS UNIQUE PROGRAMS FOR ITS MEMBERS



An experienced networker will tell you the monthly “mixers” and “card exchanges” are no longer a valuable use of their time. Today’s business person needs opportunities to make meaningful connections, gain skill support and have referral sources to help grow their business.

The PennSuburban Chamber is positioned to be the single provider for a business’s networking, referral and educational needs through Business Partnership Network (BPN), Business Connectors, Hit Your Mark Networking and the introduction of The Momentum Group. Programs offered through national organizations have high fees and significant constraints on your ability to work with other potential partners. As a member of the Chamber, you have access to over 800 members to develop strategic partners, clients and business resources.

“If you’re not a member, you’re missing out!”

- Dave Diamond, Diamond Mortgage Company

Business Partnership Network is a weekly committed networking group open to one seat per industry. The purpose is to help member businesses grow and prosper through mutual commitment to promote one another to prospective customers. “I consider all my fellow members part of my sales team.” says Dave Diamond, Diamond Mortgage Company and long-time BPN member. “I know when they have the opportunity they’re going to speak about what I do and how well I do it. Likewise, I always have my eyes and ears

open to discuss my fellow members. If you’re not a member you’re missing out!” There are no enrollment or annual fees to participate in BPN as a Chamber member. The Chamber currently offers two groups with one in Lansdale and Harleysville with a third starting in the Fall in Upper Gwynedd. A wait list is in place for future groups within the Chamber’s service area.

Business Connectors has been described as “new-age” networking at its best. You have the opportunity to build meaningful relationships and participate in engaging discussions over lunch. This format is powerful and effective taking just one hour of your day. Business Connectors is held weekly with no fees for members to attend.

Hit Your Mark Networking is organized to bring together specific businesses for the purpose of developing strategic partnerships and referral sources for attendees. Each group will begin with a specific business industry and the attendees are based on their sphere of influence. These will be a one-time event to make the initial introduction for what is hoped to be the start of continuing relationship.

The Momentum Group, which is targeting an October launch date, is a small business peer forum customized by group members to focus on learning, discussing and resolving daily operational and leadership business issues. The group will be comprised of up to eight like-minded business owners who will set aside time to think about and work on their business. Two-hour meetings will be held bi-monthly.

The PennSuburban Chamber of Greater Montgomery County is the only business organization in the region to provide a comprehensive portfolio of programs and services to assist with business development. Not a member - why are you waiting?

Prospector

Published monthly by the
**PennSuburban Chamber of Greater
Montgomery County**

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A MESSAGE FROM THE PRESIDENT'S DESK



Disruption - a radical change in an industry, business strategy, etc., especially involving the introduction of a new product or service that creates a new market.

Industry innovators whether in the transportation, hospitality or healthcare market are taking a new look at how things are being done. The Chamber has taken this approach with networking as simply exchanging cards is no longer working for today's business executive. With the guidance of our members and committees, the Chamber has developed many unique programs and will strive to continue be in the forefront of providing tools to support business development.

As always, if you haven't been to an event in a while, how about putting us on your calendar, we would love to see you.

Best,
Pam

Chamber Staff

Kim Nguyen, Vice President, Member Services

Sara Baumgardner, Communications & Events Coordinator

Danielle Bridge, Membership Development Manager

Wendy Custer, Member Relations Manager

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2017 CHAIRMAN'S RECEPTION CASINO NIGHT

THURSDAY, AUGUST 24 | KIEFFER'S APPLIANCES | 5:30 PM

FOOD **DRINKS** **PRIZES**
BLACK JACK **ROULETTE** **CRAPS** **MONEY WHEEL**

GOURMET APPETIZERS

KIEFFER'S EXECUTIVE CHEF, BRENDA KIEFFER

REGISTRATION: PENNSUBURBAN.ORG

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Chamber Golf Week

— Something for Everyone —



Freddy's Fun Center

MINI GOLF NETWORKING
WEDNESDAY, SEPTEMBER 20
FREDDY'S FAMILY FUN CENTER
FREDDY HILL FARM

Annual
CHAMBER GOLF OUTING
THURSDAY, SEPTEMBER 21
LEDERACH GOLF CLUB
HONORING LOCAL POLICE & VETERANS

Presenting Sponsor



Lederach Golf Club



April Donahue, Vice President/Branch Manager, **QNB Bank** presented a check to Pam Kelly and golf chair, David Magagna, Alcom as the title sponsor of the golf outing for the second year in a row.

Join us for golf week whether you prefer a casual round of mini golf or a competitive 18 holes.

To Register Visit: pennsuburban.org/golf

MEMBER NEWS

[Baum, Smith & Clemens, LLP](#) sent Partners, Rose Hartle, CPA and Jennifer Landis, CPA, MBA to CPAmerica International's 2017 Northeast Regional Partners Meeting, recently held in Lenox, Massachusetts.

[Dunlap & Associates, P.C.](#) announced the promotions of three employees; Clinton E. Clevens to Senior II Accountant, Tim Seese to Staff II Accountant, and Jeremy Fairbaugh promoted to Senior I Accountant.



[Hamburg, Rubin, Mullin, Maxwell & Lupin](#) principal, William G. Roark, was recently interviewed on NBC 10's acclaimed Sunday morning show "@Issue" to talk about Pennsylvania's Medical Marijuana Law and its impact on our local community.

[Foulkeways at Gwynedd](#) held a "50 & Forward" luncheon with keynote speakers Katie Smith Sloan, CEO of Washington, D.C.-based LeadingAge and Larry Minnix, former CEO of LeadingAge to discuss the future of the senior living industry. This event marked the 50th anniversary celebration of Foulkeways being the first Continuing Care Retirement Community (CCRC) in PA.



[Genisys Credit Union](#) donated \$1,000 to benefit *Leader Dogs for the Blind* through a dress-down jeans day. *Leader Dogs for the Blind*, empowers people who are blind, visually impaired or Deaf-Blind with skills for a lifetime of independent travel.

[Impact Thrift](#) is now under the ownership of Heaven's Treasures Thrift & Value Stores LLC, keeping 200 people employed by operating the warehouse donation processing center in Montgomeryville and the 3 thrift stores in Norristown, Feasterville and Montgomeryville.



[Kieffer's Appliances](#), a 4th generation family owned company, is celebrating its 100th year in business.

[Kreischer Miller](#) announced that Christopher F. Meshginpoosh has assumed the role of Managing Director. As Managing Director he will be responsible for strategic plan and direction, identifying opportunities for growth, ensuring the quality of services provided to clients, and fostering a collaborative environment.



[Merck Sharp and Dohme Federal Credit Union](#) has established the *New Britain Charitable Foundation*, dedicated to philanthropy throughout the community and seeking to reach Montgomery and Bucks Counties through charitable deeds.

[Montgomery County Community College](#) is partnering with the [Acts Retirement-Life Communities, Inc.](#) to provide Acts employees nationwide with the opportunity to earn an associate of applied science degree in Management with a concentration in Leadership.

[Moyer Indoor|Outdoor](#) hosted its 23rd Annual 5K Race, Fitness Walk and Kids' Fun Run. Proceeds from the race each year benefit local Cross Country Scholarships.



[North Penn School District](#) High School students competed in Anaheim, CA at the National Future Business Leaders of America Conference. Chamber intern, Stephanie Zhang, placed 6th in the nation in the Business Calculations category.

[North Penn United Way](#) has merged with United Way of Greater Philadelphia & Southern New Jersey.

[Peaceful Living](#) announced the hiring of Deborah Detwiler Nelson, Psy. D. as VP of Operations as well as Georgiann Fisher (PHR) as VP of Human Resources.

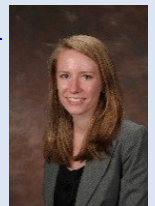
[Portolese Family Chiropractic](#) celebrated 16 years with a Patient Appreciation Day, raising \$1,000 in donations for [Variety – the Children's Charity](#).



[QNB Bank](#) presented a donation of \$4,000 to the Lansdale Public Library's Behind the Screens program.

[Rubin, Glickman, Steinberg and Gifford, P.C.](#)

attorney Marykate Kelly was elected to serve as Co-Vice Chair of the Executive Committee of the Board of Directors of Mater Dei Catholic School.



Put Your News on Our Home Page!

Member News Can Now Be Submitted Online:

- 1) pennsuburban.org/login
- 2) Click **News Releases** on left column

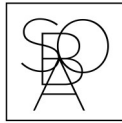
Chapter News

May - December



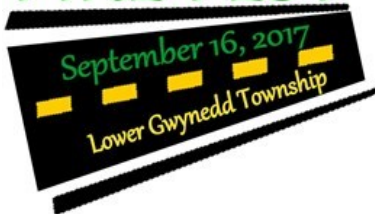
August 4

6:00 - 9:00 pm



SKIPPACK BUSINESS OWNERS ASSOCIATION

PIKE FEST



September 16

10:00 am - 4:00pm



[Click for more information.](#)



Your Chamber is

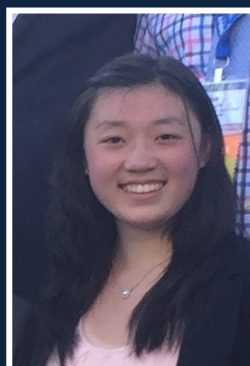
800+

Members & Growing!

Thank You for Your Continued Support.

WELCOME SUMMER INTERN!

Please help us welcome Stephanie Zhang to the Chamber. Stephanie is a *North Penn Rising Senior* and the incoming president for the *Future Business Leaders of America* group.

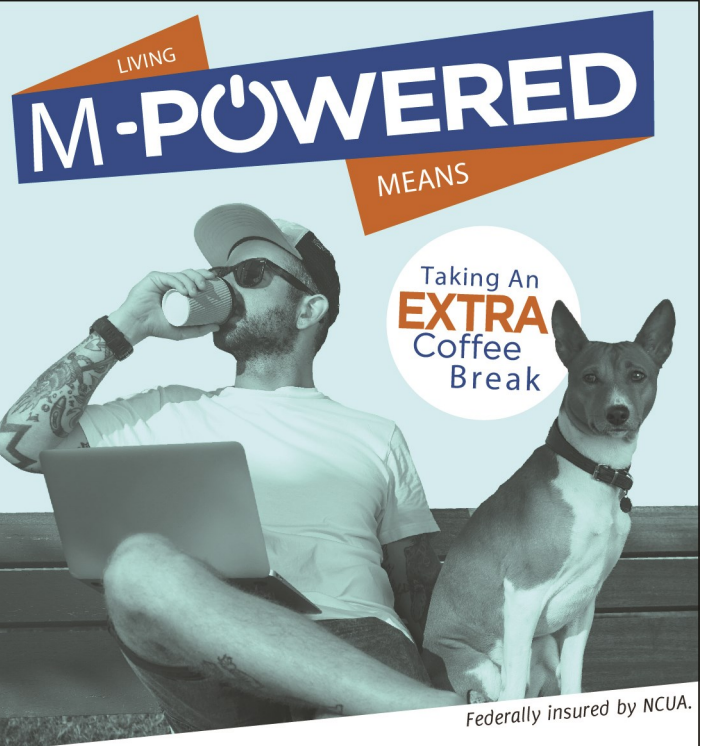


Now Accepting Applications

We are excited to announce the formation of the Chamber's young professionals board development program. **Would you or one of your staff members like the opportunity to learn about non-profit board service?** This structured one year program will teach participants the skills needed to become a successful board member through content-rich training and the execution of a board-driven event.

Contact the Chamber office for information:

(215) 362-9200 | info@pennsuburban.org



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RIBBON CUTTING



The Chamber welcomed Amici Italian Market and Deli to the community with an official ribbon cutting. Pictured along with owners Joe and Janet Paravati and their family is member of the Chamber's Board of Directors, John Ernst, Assistant Borough Manager, Lansdale Borough.



TAKING BUSINESS PERSONALLY. NOW THAT'S A BIG IDEA.

Nearly every big business began as a small business. What makes small business thrive is big ideas. Ideas like how to efficiently manage payment processing and collection, borrow for growth, and guidance on how to stay competitive in the marketplace.

We have the resources to help your business grow – whether you need to expand, renovate, or acquire. Plus, we are a Preferred Lender for the Small Business Administration (SBA). The Fulton Bank advantage means you get the products and services of a large bank along with the dedicated, one-to-one, service of a community bank.

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2017 Community Health & Wellness Fair



Enriching the Lives of Your Family

SATURDAY, AUGUST 26, 2017

10:00am—2:00pm

Railroad Plaza, Lansdale

FREE COMMUNITY EVENT
ENTERTAINMENT & KIDS CRAFTS



Featuring Rapper
STERLEN BARR



Giveaways, Raffles & Prizes



Food & Product Samples



Demonstrations & Massages



Health Screenings & Skin Care



Bike Safety & More

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WELCOME NEW MEMBERS

Adams Spinal Center

Michael Adams
AdamsSpinalCenter.com

Kindred Yoga LLC

Christa Stebbing
kindredyogastudio.com

Amici Italian Market & Deli

Joe Paravati
amicilansdale.com

Lower Gwynedd Functional Medicine Institute

Melissa Tomon
lgfunctionalmedicine.com

Balloons Abound

Lisa Reiss
facebook.com/balloonsabound

LPS Associates, LLC *

Chris Pizzirani
lpsav.com

Calvary Church

Diana Bui
calvary-church.com

Marketval Real Estate Advisors, LLC

Jim Klementisz
marketvaladvisors.com

City Publications Bux-Mont *

Dave Bodolus
citypubbuxmont.com

Motto Marketing

Adriana Motto
mottomarketing.com

Comic Zen

Tim Hershey
comiczenpa.com

SAGE Insights LLC

Maria Baseggio
sageinsightsllc.com

Derbyshire Marine Products, LLC

Brian Derbyshire
derbyshiremp.com

Sapphire Brand Builders

Frank Gabbert
sapphirebb.com

Floral & Hardy of Skippack

Lowell Steinberg
floralandhardyofskippack.com

Smile Exchange of Hatfield *

Michael Sacks
smileexchange.com

Gallo Imaging

Leah Gallo
galloimaging.com

Tosco Real Estate Services

Michael Pitti

Hoffman Realty Group LLC

Earl Caffrey
hoffmanre.com

US Health Advisors

Karen Henry
ushagent.com/KarenHenry

Illustrated Designs, Inc.

Tracey Piechocki
illustrateddesigns.net

Weichert Realtors

Michael Blum
mikeblumrealestate.com

Johnson Controls

Brenda Fickert
johnsoncontrols.com

Whitpain Township

Roman Pronczak
whitpaintownship.org

**Indicates Centennial Member*



Thank you to **Robert Rosen, Esq.** for supporting the Chamber for 35 years. Bob is a former member of the board of directors and was recognized with emeritus status upon the completion of his term.



Thank you to **Geppert Recycling, Inc.** for 25 years of support to the Chamber. Pictured here are John Braca, Geppert Recycling, and Wendy Custer, PennSuburban Chamber.



Celebrating the 25 years of chamber membership with president Peter Prescott, **Prescott Insurance**. 2017 marks the 56th anniversary of the business.



Thank you to Paul Kraynak, **North Penn Art** for supporting the Chamber for the past 5 years.

NEW Referral Group!



Business Partnership Network

Lansdale | Indian Valley | Upper Gwynedd

Starting this September

Business Partnership Network (BPN) has added a 3rd weekly referral group.

BPN is an effective and less expensive alternative to the national referral groups with weekly meetings and one representative per business category.

Lansdale

Tues 7:00-8:30am
Elm Terrace Gardens

Indian Valley

Thurs 7:30-9:00am
Peter Becker Community

Upper Gwynedd

Weds 11:30am-1:00pm
Boyd's Cardinal Hollow Winery

**Contact Danielle Bridge
for BPN Info:**

215-362-9200 or
danielle@pennsuburban.org



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40 years



25 years



20 years



15 years



10 years



5 years



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Asher's Chocolates

Beneficial Bank *

Boyd's Cardinal Hollow Winery *

Cianci Chiropractic

College Hunks Hauling Junk *

Constance Lezenby Architects LLC

Dream Vacations-Kathy DeHaven *

East Hill Media *

Elm Terrace Gardens

Family Caregivers Network

Hayden, Miller, Nelson & Yoder, P.C. *

Healthy Balance with Melanie

Heartpreneur

Hladik, Onorato & Federman, LLP *

Independence Blue Cross *

InspirationInProgress, LLC

Janville Roofing Siding and Painting *

Kane Partners Social Media

Laurel House

McMahon Associates, Inc. *

MidAtlantic Employers' Association

Montco Elder Law

Monument Bank *

Myers Drug Store, Inc. *

NAMI of PA Montgomery County

Old Forge Group *

O'Neil Photo

Patient First - East Norriton *

Penn Foundation

Pinecrest Country Club

Portolese Family Chiropractic *

PrintWorks & Company, Inc.

The Physical Therapy & Wellness Institute *

Rita's Italian Ice - Lansdale

S & B Event Concepts and Catering

Sacks & Associates Consulting, LLC

ShopRite Supermarket *

Space Mart Self-Storage

Suburban Community Hospital

The Artifactori *

The Principal Financial Group

Towne Answering Service

Tycor Benefit Administrators, Inc. *

Upper Gwynedd Township

Village Handcrafted Cabinetry

Volunteer Medical Service Corps

Windsor Hills Family Chiropractic Center

Younger & Son Inc. *

*Indicates Centennial Member

RECENT EVENTS



The Second Annual Municipal Managers Breakfast was held with twelve managers representing the Chamber's service area from Telford to Fort Washington. The managers provided updates on what is happening in their municipality. We were honored to have PA State Representative Kate Harper with us among the sold out crowd.



Young Professionals Network at Courtyard by Marriott Lansdale.



Connections and conversations at **NetNow**, Mainland Grille.



The Women's Network hosted a lunch program, **Hustle Hard Promoting Yourself and Your Business**, with guest speaker Jessica Lawlor, Jessica Lawlor & Co.

Members of the **Harleysville Business Partnership Network** showered member Steve Taylor of The Physical Therapy & Wellness Institute with a thoughtful baby gift.



Meet The New Members Luncheon and Maximize Your Membership Program at Elm Terrace Gardens.



Do you worry that your email might be misunderstood or letter left unread?

Are you anxious about your writing?

For more information and schedules, visit our website at:
www.CrowneEducation.com

CROWNE EDUCATION

Attend our Writing Program to:

- Develop effective writing skills
- Project a powerful, professional message
- Write with clarity, cogency and style
- Obtain basic writing mechanics
- Learn tips and techniques to deliver compelling messages

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A unique learning community for like-minded business leaders



SMALL BUSINESS PEER FORUM

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Contact the Chamber for Information:
(215) 362-9200 | info@pennsuburban.org

SAVE THE DATE | FRIDAY, NOVEMBER 10, 2017
7:30 AM TO 12:00 PM
MONTGOMERY COUNTY COMMUNITY COLLEGE

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BRYN DAVIS, FOUNDER
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