



Prospector

April 2016



Women's Conference Sells Out

On March 17th, nearly 200 business leaders from around Montgomery County convened at Normandy Farm Hotel & Conference Center for the first area half-day women's conference.

Opening remarks were presented by Honorary Chair, Donna DeCarolis, Dean Charles D. Close School of Entrepreneurship, Drexel University, followed by an inspirational message on overcoming obstacles and finding success as a woman and mother by Judge Renee Cardwell Hughes, CEO American Red Cross, Eastern PA Region. Breakout sessions were held on social media, millennials, quieting your inner critic, mindfulness, social security and networking.

The program concluded with an emotional dare to do something new. Lu Ann Cahn, author and Emmy-award winning journalist shared her journey from struggling with health issues and being stuck in a rut at work.

The conference also set the foundation for the future by including eight high school senior girls to share the experience.

Networking...disrupted.

A new Chamber Committee

Ok, so we do not really believe we are going to "disrupt" the world of innovation the way Airbnb and Uber has, but we do want to create change in business networking.

Are you tired of seeing the same people at every event or those that never learned Networking 101? That's what we are talking about. Your time is valuable and you need to make meaningful connections.

We began the change movement in 2015 with the creation of Business Connectors and Business Partnership Network, two unique options offered by a chamber of commerce. This year we elevated a new look at our "mixers." We put Lansdale on the map with the help of Google and got to see the area's largest project under construction at the Muddy Shoe Preview.

If you have ideas or are willing to brainstorm, join us on May 24th to launch this new committee, whose mission is to find new and innovative ways to network.

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Montgomery County**

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A MESSAGE FROM THE PRESIDENT'S DESK



Spring is a great time for cleaning, both for your home and your business. An article in *Entrepreneur* suggest 4-tips for spring-cleaning your business. Consider cleaning "me" from your conversation and focus on your customer needs and wants. Ask the right questions, listen carefully and you will discover everything you need to know to convert a prospect into a customer for life. Create mutually beneficial relationships, not just transactional and finally be open to new methods for finding new customers. [Read the full article.](#)

The Chamber offers numerous programs, groups and events to help you with your spring cleaning. Please consider joining us as your schedule permits.

All the best,
Pam

Chamber Staff

Kim Nguyen, Vice President, Member Services
Sara Baumgardner, Communications & Events Coordinator
Wendy Custer, Member Relations Specialist

Thank you to our annual sponsors





PENNSUBURBAN CHAMBER
of Greater Montgomery County

2016

Montgomery County's Premier Business Exhibition

Heat Up Your Business Connections

Thursday, June 2
Gwynedd Mercy University

Keynote Presentation by
Mark Aitken
Co-Owner & Senior Vice President, Horizon Services



Expo Highlights

- 12:00pm - *Transforming Personal Challenges into a Successful Corporate Culture* presented by Mark Aitken, Horizon Services
- 2:00pm Exhibits open
- 3:00pm Visit the Chamber boardwalk for photos, food and fun.
- 4:00pm Raffle blitz begins—must be present to win.
- 6:00 Exhibits close

Both half and full booths still available. Half booths are limited

Early registration pricing ends April 30th.



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Chamber Night at the Reading Phillies

Friday, May 20th
Vs.
Trenton Thunder
7:00pm

Tickets are available free of charge to chamber members and the community as a courtesy of our sponsors.

Wegmans • St. Mary Center & Villa • Arbour Square and The Birches • Colmar Dentistry for Kids • Genisys Credit Union • Greene Tweed • Thompkins VIST Bank • Clyde S. Walton

CHAMBER EVENTS

Health Committee Education Program



Danielle Bridge, The Physical Therapy & Wellness Institute moderated the Health Committee's program on Impact of Addiction on the Family. Livengrin staff and board member shared personal stories and resources for help.

Business Connectors

Rod Hughes, Kimball Communications presented the 7 Deadly Sins of Social Media at Business Connectors.



Morning Chat in Skippack

Thank you to Art and Jane Berger, The Wooden Duck Shop for hosting our Morning Chat in Skippack.

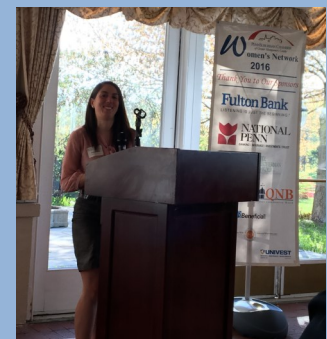
Stan Silverman, Silverman Leadership, presented the Universal Principles of Leadership at the Business@Breakfast.

Pictured L-R: Pam Kelly, Bryan Nester, USI Affinity, Stan Silverman, Joe Nester, USI Affinity, Dan Reavy, Board Chair, Mary Alfarano, Fulton Bank



Business@Breakfast Leadership Series

Women's Network



Terri Levine, Comprehensive Coaching U, facilitated a fun and interactive discussion on networking at the Women's Network monthly event. Amanda Alderfer, Univest Bank and Trust Co. and co-chair of the Nonprofit committee introduced Mitzvah Circle.

Happening in the Community

April 27th: 6:00pm - 8:00pm
Terri Levine Guerilla Marketing event

April 29th: 7:00pm - 10:00pm
North Penn United Way Super-heroes

May 7th: 9:00am
Laurel House Walk a Mile in her Shoes

May 7th: 12:30pm
North Penn United Way Kickball Tournament

May 7th: 5:30pm
Sebastion Riding Association
6th Annual Derby, Dine & Dance

May 14th: 9:00am - 2pm
Elm Terrace Gardens Annual Flea Market.

May 20th: 12noon
Lansdale Catholic's 7th Annual Crusader Cup Golf Outing.

May 21st: 8:30am
Einstein Medical Center
Montgomery Walk & 5K Run
Through the Park

June 6th: 9am brunch/ symposium; 12noon golf
MCCC Foundation's annual Karen A. Stout Leading Women Symposium and golf experience.

August 5th: 11:00am
Grandview Auxilliary 43rd Annual Golf Tournament

COMMUNIITY CALENDAR

Share your news!

info@pennsuburban.org
by May 6th.

[Asher's Chocolate Co.](#) is proud to announce the addition of Scott Lauer as new Director of Operations. Lauer has over 20 years experience in food manufacturing management, most recently with SunOpta, a global organic food company.

[Astro-Dynamics](#) wants to remind businesses that the USPS's rollback of rates (April 10) will make direct mail easier on marketing budgets. The reduction is the result of the removal of a 4.3% surcharge that was applied to offset the loss of postal revenue due to the economic recession.

[Comcast](#) has announced a pilot program with the U.S. Department of Housing and Urban Development's ConnectHome initiative to expand Internet Essentials to public housing residents in Philadelphia, Miami, Nashville and Seattle. Internet Essentials has now connected more than 600,000 families to the internet at home.

[Cradles to Crayons](#) has received a 4- star rating for the eighth consecutive year from the nonprofit evaluator Charity Navigator. A 4-star rating is considered exceptional, exemplifying charities that "exceed industry standards and outperform most charities."

[Dream Vacations](#) is the new name of Kathy DeHaven's travel franchise. The new name (formerly CruiseOne) is part of a corporate initiative that is reinvesting in the travel brand's growth, speaking to all types of vacation experiences, not just cruises.

[Dunlap & Associates](#) recently announced that Clint Clevestine has received his PA Certified Public Accountant certification. Clevestine provides accounting, tax and consulting services for privately held companies, family-owned businesses and individuals.

[Hamburg, Rubin, Mullin, Maxwell & Lupin PC](#) is pleased to announce that

attorneys Lisa A. Shearman, William G. Roark and Andrew P. Grau have been elcected to partnership in the firm.

[McCloskey Partners, LLC](#) has shared that until further notice, employers should continue using Form I-9 Employment Eligibility Verification. The current version remains in effect following the expiration date of March 31, 2016.

[QNB Bank](#) is proud to sponsor the Borough of Hatfield's Founder's Day and Fall Festival. Founder's Day takes place on June 13th and the Fall Festival is September 24th.

[RC Kelly Law Associates](#) is pleased to announce that Grace Bradley Kelly has achieved certification from the Institute for Workplace Investigators. The completion of this challenging program has become the gold standard for training in workplace investigation.

[Seitz, Leatherman & Kolb, LLC](#) marks a major milestone for employee Bonnie Dachowski celebrating her 10 year anniversary with the company. Bonnie is an Audit Manager in charge of SLK's audit and accounting area.

[TITAN Mobile Shredding](#) announced the hiring of Robyn Noftsgar as Marketing & Sales Coordinator. Robyn's experience will support the growth of the regions' first NAID AAA Certified Information Destruction company.


[Univest Insurance](#), a subsidiary of Univest Bank and Trust Co., announced the appointment of Dennis Boyle to senior vice president and employee benefits practice manager. Boyle will focus on building relationships with businesses with 50—500 employees.

[YourVelocity.com](#) has relocated to 1211 Walnut St., Lansdale. The new space has a larger, fully equipped green-screen studio which will enhance the versatility of their video services.

Advertise in the Prospector


	One Ad in One Issue	Quarterly (4 Issues)	Bi-Monthly (6 Issues)	Annual (12 Issues)
Biz Card (2 x3.5)	\$155	\$380 (\$95 per Issue)	\$450 (\$75 per Issue)	\$600 (\$50 per Issue)
Quarter Page (3.75 x 5)	\$250	\$460 (\$115 per Issue)	\$570 (\$95 per Issue)	\$900 (\$75 per Issue)
Half Page (5 x 7.5)	\$445	\$680 (\$170 per Issue)	\$900 (\$150 per Issue)	\$1680 (\$140 per Issue)

Full Page e-flyer: \$150/issue



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PennSuburban Chamber's Women's Network receives Award from Laurel House

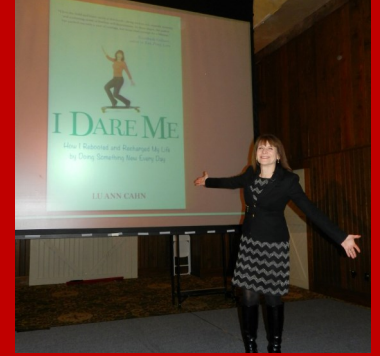


The Women's Network was presented with the Laurel House annual Business Leader award at their recent Gala. Pam Kelly accepted this honor along with Committee Chair, Mary Alfarano, Fulton Bank, Vice Chair, Michele Kraynak, Michele's Money Services and Nanette Carney, Past Chair and a founding member of the Women's Network. Committee members Kathy DeHaven, Dream Vacations and Darlene Centanni, RedKnight joined in the celebration.



Power Your Potential - Montgomery County's Women Conference

March 17th - Normandy Farm Hotel & Conference Center



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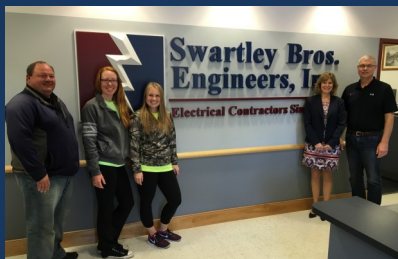
MEMBERSHIP RENEWALS—THANK YOU FOR YOUR SUPPORT

20 Years



Allstate - Dougherty-Schmitt	Geppert Recycling	Re-Pack
Angel Flight East	Intelligencer	Retlif Testing Laboratories
Borough of Lansdale	Keystone Opportunity Center	Riverside Mortgage Group
Borough of North Wales	Kreischer Miller	Rotary Club of North Penn
Crystal Rose Catering	Meridian Bank	Sebastian Riding Associates
Culinary Arts Institute of MCCC	Montgomery Theater	SLS Productions
Del-Val Insurance Group	Normandy Farm Hotel & Convention Center	Trefoil Properties
Del-Val International	North Penn Art	Tri-J Solutions
Express Employment Professionals	North Penn Family Chiropractic	Weis Markets
First Priority Bank	North Penn Federal Credit Union	Wissahickon Valley Watershed
Fitzpatrick, Lentz & Bubba. PC	North Penn & Indian Valley Boys & Girls Club	

Milestone Anniversaries



Bob Swartley and staff celebrate 75 years with the Chamber.



Gerald W. Snyder & Associates joined the Chamber 30 years ago when the business opened.
Pictured: Jerry & Sean Snyder



Bill Allen Jr. and Sr., Allen Door Company have been members of the Chamber for 20 years.

WELCOME NEW MEMBERS/WEEKLY NETWORKING GROUPS

Ackerman Security Systems

Branden Hill
267-678-0670

<http://www.ackermansecurity.com/philadelphia>

Boardroom Spirits, LLC

Marat Mamedov
(215) 815-5351

<http://www.boardroomspirits.com>

Premier Designs Jewelry

Jackie Miller
215-919-1707

<http://www.jackiejewelry.mypremierdesigns.com>

Provident Bank

Bud Miller
(267) 352-3710

<http://www.providentpa.com>

Suburban Community Hospital

Peter Adamo
(610) 278-2000

<http://www.suburbanhosp.org>

Wieand Law Firm

Brent Wieand
(267) 507-6009

<http://www.wieandlaw.com>



The Business Partnership Network (BPN) is a committed group of PennSuburban Chamber members who meet on a weekly basis to help grow each other's business by recommending one another to prospective clients and customers. BPN membership is open to any businessperson who is a member in good standing of the Chamber. There are no additional membership fees to participate in the BPN, separate from pre-paid meals. The group is established on a "one per category" basis meaning that no business shall conflict with a category that is already filled.

Meeting Info:

Tuesdays, 7:00am – 8:30am at Elm Terrace Gardens, Lansdale Chair: David Nicholson, Elm Terrace Gardens

Thursdays, 7:00am - 8:30am at Elm Terrace Gardens, Lansdale Chair: Louise Knoll, Keller Williams

Thursdays, 7:00am– 8:30am Peter Becker Community, Harleysville Chair: Johanna James, Allstate



The Business Connectors is a weekly networking group different than most you have attended. Networking is powerful and completed in one hour. The format alternates weekly between having the opportunity to present for 5 minutes about your business and learn so much more about those you are with than a 30-second commercial. The alternate week is a moderated mastermind discussion on a business topic of interest. Start building new relationships that can lead to meaningful referrals. There are no charge to attend. Lunch is available for purchase. Non-members are welcome to attend twice before joining the Chamber.

Meeting Info:

Tuesdays, 11:15 Registration, 11:30am – 12:30pm at Meadowood Senior Living, Worcester

Moderators: Rob Morrin, Crowne Tutoring & Test Prep | Marsha Poust, Signs By Tomorrow Duncan Reed, Edward Jones Investments | Kirk Walters, The Walters Group

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Allen Door & Service Corporation
Allstate Insurance Company – Johanna James
Ambiance Design LLC
Arbonne International – Victoria Magagna
Asher's Chocolates
Baum, Smith & Clemens, LLP
BB&T
Benetrends
BJ's Wholesale Club
Bee, Bergvall & Company, Inc.
Beneficial Bank
Blue Bell Inn
Bonefish Grill
Boyd's Cardinal Hollow Winery
BQ Basement Systems
Car-Tel Communications – AT&T
Chick-fil-A-Montgomery Mall
Christo IT Services
College Hunks Hauling Junk
Comprehensive Coaching U, Inc
Courtyard by Marriott - Montgomeryville
DeSales University – ACCESS Program
Digital Namers
Dischell, Bartle and Dooley
Doylestown Health
Dunlap & Associates, P.C.
Eagles Peak Spring Water & Coffee Service
Eastern PA Chapter of NHF
Echelemeier Insurance
Elm Terrace Gardens
Executive House Apartments
Financial Independence Planning
First Priority Bank
For Pete's Sake Cancer Respite Foundation
Fortunoff Backyard Store
Foulkeways at Gwynedd
Fox Rothschild LLP
Gable, Peritz, Mishkin, LLP
GALCO Business Communications
Genisys Credit Union
Goodwill Keystone Area
Grand View Health
Greene, Tweed & Company
Gwynedd Valley Contractors
Gwynedd Veterinary Hospital, Inc.
Hamburg, Rubin, Mullin, Maxwell & Lupin, P.C.
Harleysville Savings Bank
Harvest Seasonal Grill
Hayden, Miller, Nelson & Yoder, P.C.

Hidden Meadows on the Ridge Senior Living Community
Hladik, Onorato, & Federman, LLP
Home Helpers
Homewood Suites
Horsham Pub
Impact Thrift Stores, Inc.
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Janville Roofing
Jensen Movers and Storage, Inc.
JetPay Payroll Services
Joseph Ambler Inn
Keightly Law Offices
Kimball Communications
Kindt Insurance Service LLC
Kitson Brothers, Inc.
Kreischer Miller
Lansdale Borough
Lansdale Catholic High School
Lansdale Public Library
Lansdale School of Business
Lansdale Warehouse
Laurel House
Law Offices of Marcia Binder Ibrahim, LLC
Living Branches
Magic by Stuart, Inc.
ManorCare Health Services
Margarita's Mexican Restaurant
Mass Mutual – Eastern Pa
Master's Design Build Group
Merck & Co.
Merck, Sharp & Dohme Federal Credit Union
Merle Norman Cosmetics
Milestones In Music
Millennium Moving Company, Inc
Montco Elder Law
Montgomery County Sports Performance Center
Montgomery United Soccer Club
Montgomery Township
Moyer Indoor/Outdoor
NAMI of Pa Montgomery County
Nappen & Associates
National Penn
Network Concepts
North Penn Art
Ochotny & Associates, CPA's
Old Forge Group
Old York Road Country Club
P. J. Whelihan's Pub and Restaurant
PartyLite
Patient First – East Norriton
Patient First – Montgomeryville
Peaceful Living
Pearcy Professional Solutions
Penn Color, Inc.
Peter Becker Community
Pine Run Retirement Community

Platinum First Realty
Portolese Family Chiropractic
Pritchard, Bieler, Gruver & Willison,
QNB Bank – Colmar
Queen's Health Center
Reading Fightin Phils
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Volpe Enterprises
Wegmans Food Markets
Whole Foods Market – North Wales
Wojcik Landscaping
Younger & Son, Inc.
YourVelocity.com
Zacharias Creek Side Café
Zog, Inc.