

# Member Spotlight

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## 1. Why did you become a chamber member?

I really enjoy the business card exchanges and the opportunity to meet as many people as possible. Since I can help so many kinds of people, having a conversation with someone and providing value in that brief interaction will often lead to a referral or the opportunity to refer someone to them. I don't come for the food or the location but the people.

## 2. What do you like most about the EMCCC?

The Chamber has a variety of events at different times of the day and the quality of the members is so good. That is what I really appreciate about the Chamber. I have met so many people who have referred business either directly or indirectly. My business relies on it.

## 3. What is the most challenging part of your job?

Finding new clients is always difficult. So many people think they can do this on their own and some can, using the tools available in books and on-line. But since I work with so many different types of professionals, I can help them short cut the process and find the track they need to be on sooner. So being a member of the Chamber and other groups has helped to keep me in the front of their mind.

A benefit to Chamber members is I offer a complimentary, confidential coaching session about their business. Areas of coaching include: Marketing, Sales, Customer Service, Customer Retention, Leadership or a host of other topics.

## 4. What is the most satisfying part of your job?

The most rewarding thing is helping someone succeed on their own terms. I help them find what will get them going each morning and how they will define that success. You can always tell when it is working and sometimes, I even get a thank you note from their spouse, because the client is happily working.

Since I can help most anyone, from business owners to employees looking to grow, to supervisors in new positions. It is so gratifying and challenging getting them to step up and make the necessary changes.

## 5. Hobbies/what do you like to do in your spare time?

I have been a soccer referee for over 44 years. I played in High School and college, but after college to make some extra money I began to ref. It has been great to be on the field with these kids and I often say that if I hadn't, I would weigh 350 lbs. today. So it has been a great way to keep in shape.

Interviewed by Mitchell Owen, Owen Wealth & Retirement Strategies