



Next Steps

How to Maximize your Membership

About Us!

The Top of Virginia Regional Chamber is the most influential and effective business advocacy group in the region. Representing more than 750 unique businesses from mom and pop shops to corporate centers. Established in 1917, the Chamber is still host to its founders and the next generation of local business and civic leaders. The Chamber works hard every day to maintain its foundation of commitment and passion to business advocacy and growth. Combine that with new initiatives and you will discover a broadening Chamber.

Vision

To connect our businesses with the right resources for their success.

Mission

To provide programs and services to meet the business and professional needs of our members.

Promote our members

Protect member interests by advocating for sound government policy on issues that impact our county's business community

Facilitate collaboration, communication, and a sense of community among our members

Provide the most effective programs, events, and educational opportunities to support business excellence, networking, and growth

Foster the development of a highly-skilled and competent workforce

We Value = S.L.I.C.E

Sustainability by building a legacy of economic strength and opportunity for generations to come.

Leadership to provide solutions and resources that impact the direction of the community.

Integrity in being transparent and ethical in principle and practice.

Collaboration which facilitates business partnerships mutually beneficial to chamber members and the community.

Excellence in serving our members and community by demonstrating best practices.

Board of Directors

The Top of Virginia Regional Chamber is a 501c (6) not-for-profit business membership organization, is led by a Board of Directors which represents the diverse makeup of industry, expertise, and business size among membership.

Member Checklist

- **Log into the webpage <https://www.regionalchamber.biz/> and discover:**
 - Membership Benefits
 - Monthly News Letter
 - Directory
 - Calendars

 - **Set up your Member Login for the Member Information Center (MIC)**
 - The member Information Center is where you control your Membership Directory, pay your bills, RSVP for events, share news releases, post Hot Deals and more. Set up your Member Login right away and start maximizing your benefits.

 - **Insert your Membership Badge for Top of Virginia Regional Chamber of Commerce**
 - Proudly display your association with Top of Virginia Regional Chamber by placing this membership badge on your website.

 - **Attend Lead Share**
 - Lead Share is a pro-active approach for supplementing your business growth through the process of giving and receiving business leads within a structured environment.

 - **Attend Mixers (every second and third Tuesday)**
 - Meet for breakfast or after hours with other Regional Chamber members to exchange business cards and make valuable contacts at our Business and Breakfast. Top of Virginia Regional Chamber Members host this event at their businesses to encourage networking in an informal atmosphere complemented by food and beverage. Contact the Chamber to host one of these great events!

 - **Attend an educational seminar or luncheon**
 - The Top of Virginia Regional Chamber provides Peer to Peer Education highlighting members business with a great networking lunch.

 - **Further Investment Opportunities**
 - [Sponsorship](#) offers effective opportunities that provide valuable exposure while positioning your company as a leader

 - **Get social with the Chamber**
 - Stay connected with us in the following ways
- A row of six circular social media icons: Facebook (blue with white 'f'), Instagram (blue with white camera), Google+ (red with white 'g+'), LinkedIn (blue with white 'in'), Twitter (light blue with white bird), and YouTube (red with white play button).
- **Network, network, network.**
 - Show up to the Business After Hours and Business & Breakfast Mixers, the most popular free networking event that features the goods and services provided by the host business, refreshments, door prizes and a multitude of business contacts. Get involved in Your Chamber and take ownership of this great experience. Setting aside 1 to 2 hours a month to network and build relationships can make a world of difference in your business

 - **Ribbon Cutting.**
 - Take advantage of your Chamber Member Benefits like having a **Ribbon Cutting** when you join. The Chamber provides you many tools to help you make your business grow. For more information, email us at Droble@regionalchamber.biz

 - **Advertise**
 - On the new Chamber website with a banner ad, to tell other Chamber members about your business. Use the calendar to promote your fundraisers or the BAU to keep your Chamber Family up to date on what's going on in your business. Contact Emily Buhl in Marketing and Communications to learn more...

Member Benefits Please register online at regionalchamber.biz for events.

Next Steps Member Orientation

Occurs the first Monday of each month.

Location: Top of Virginia Regional Chamber, 407 S. Loudoun Street, Winchester VA. 22601

Doors opens at 9:30 a.m. Program ends at 11:30 a.m.

Average attendance: 5-10

Monthly Membership Meeting

Occurs the fourth Thursday of each month.

Location: Holiday Inn Historic Gateway 333 Front Royal Pike, Winchester VA 22601

Doors open at 11:30 a.m. Program ends at 1:30 p.m.

Average attendance: 25

Sponsorships available.

Business after Hours

Usually occurs the second Tuesday of each month.

Location: Varies each month, always at a Chamber Member location.

Doors open at 5:30 p.m. Event closes at 7:00 p.m.

Average attendance: 75

Business and Breakfast

Usually occurs the third Tuesday week of the month.

Location: Varies, always at a Chamber Member location.

Doors open at 7:30 a.m. Program ends at 9 a.m.

Average attendance: 45

Sponsorships available.

Ribbon Cuttings

Occurs throughout the month during business hours Monday- Friday.

Location: Chamber Member Location

Times vary but usually last an hour.

Average attendance: 10-20

Young Professionals Group

Occurs 12 times a year

Location: Varies, always a Chamber Member Location

Registration opens at 5:30 p.m. Program ends at 7 p.m.

Average attendance: 20

Sponsorships available.

Lead Share Connections Groups

1st and 3rd Thursday of the Month Group 10:00 am - 11 am

NW Works – Growth Connections

3085 Shawnee Drive, Winchester, VA

Leader: Tim Shamblin – 540-662-4500 – timshamblin@premiermove.com

Communications: David Hubbard - 973-280-7189 - winchesterchess@gmail.com

2nd Thursday of the Month Group 8:00 – 9:30 am

Winchester Wellness Center – SING (Senior Interest Networking Group)

401 Campus Blvd. Winchester VA 22601

Leader: Will Lawrence - (540) 869-1843 will.lawrence@edwardjones.com

Stephen Smith - (540) 327-4915 steve.smith@fairwaymc.com

Jonathan Horton – (703) 795-2609 jonathan@ingeniumbcs.com

1st Wednesday of the Month 8:00 am – 9:30 am

Moves monthly – Valley B2B

1835 Valley Ave. Winchester, VA

Greg Vossler 540-664-9738 - GregoryVossler@yahoo.com

Kevin Sullivan - (540) 667-1650 kevins@cleanwaterva.com

And More!

Major Events

Club Level Sponsorships & Event Sponsorships

To be successful, your business needs effective marketing and sponsorship opportunities that provide valuable exposure while positioning your company as a leader in the marketplace. For years, our area's premier businesses have earned the exposure that sets them apart from the competition by leveraging the sponsorship and advertising opportunities offered by

The Top of Virginia Regional Chamber.

January – Greater Good Awards

June – Corporate Challenge

September – Hob Nob in the Valley

November – Valor

Valley Business Woman

Community Leadership Program

Committees

Public Policy Committee

These members maintain relationships with elected officials and government agencies while educating them on issues of importance to membership. They craft and communicate pro-business policy positions and host the annual legislative reception.

Young Professionals Group (YPG)

The program providing a platform for young professionals to engage in the Chamber and the community, while improving the county's appeal and prominence as a preferred workplace and residence for young families.

Membership Committee/Ambassadors

The committee that literally lives by the Chamber's value of "welcoming." Members of this committee are often the first to engage prospective and new members. They evaluate member benefits and propose value enhancements; identify target industries and businesses for peer growth; and implement collaborative recruitment and retention strategies.

Workforce Development **chamber Helping Achieve Meaningful Partnerships in Schools to improve the workforce**

Fostering collaboration with the public-school system, these members identify curriculum engagement opportunities for local businesses, recognize outstanding business contributions, and produce mentorship programs that support workforce development. All while maintaining an open dialogue with the School Board.

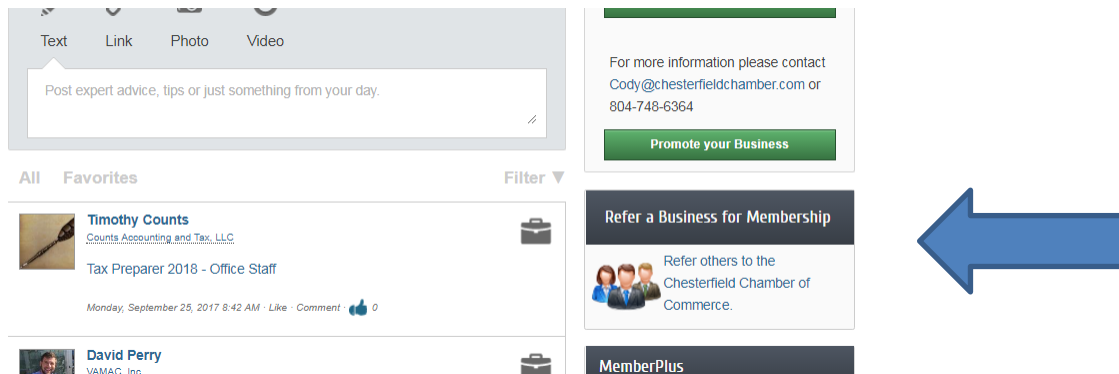
Events Committees

These members promote fellowship and camaraderie while raising non-dues revenues that go back into supporting The Chamber programs and initiatives for business growth.

TVRC Chamber Member Referral Program

Refer a member that joins the Top of Virginia Regional Chamber and receive a credit for \$25.

You can refer a member by clicking the link in your online profile (see below) or email Cynthia Schneider, Cschneider@regionalchamber.biz.



The image shows a screenshot of a social media profile interface. At the top, there are options for 'Text', 'Link', 'Photo', and 'Video'. Below these is a text input field with the placeholder text 'Post expert advice, tips or just something from your day.' To the right of the input field is a green button labeled 'Promote your Business'. Below the input field, there are two tabs: 'All' and 'Favorites'. The 'All' tab is selected. Below the tabs, there are two profile cards. The first card is for 'Timothy Counts' from 'Counts Accounting and Tax, LLC', with the title 'Tax Preparer 2018 - Office Staff' and a post date of 'Monday, September 25, 2017 8:42 AM'. The second card is for 'David Perry' from 'VAMAC, Inc.'. To the right of the profile cards, there is a dark blue button labeled 'Refer a Business for Membership'. Below this button is a smaller button labeled 'MemberPlus'. A large blue arrow points to the 'Refer a Business for Membership' button.

The fine print: the new member must include your name in the online application as the person who “introduced them to the Chamber”. This prevents multiple members from asking for credit for the new member.

Your Chamber Staff

Richard Kennedy, CEO- Rkennedy@regionalchamber.biz

Cynthia Schneider, Director, Finance and Administration - Cschneider@regionalchamber.biz

Danita Roble, Director, Membership Development- Droble@regionalchamber.biz

Jody Wall, Director, Programs and Events Jwall@regionalchamber.biz

Ashley Miller, Director, Marketing and Communications - Amiller@regionalchamber.biz

We consider it a privilege to serve you and represent your business interest. Please reach out to us at any time with your ideas, suggestions, or concerns.

Welcome to the Chesterfield Chamber!

Richard, Cynthia, Danita, Jody and Ashley

