



# MAYFIELD CHAMBER NEWS

## Mayfield Area Chamber of Commerce

*Serving the communities of: Mayfield Heights, Gates Mills, Mayfield Village and Highland Heights*

**APRIL - 2013**

MONTHLY CHAMBER PROGRAM:

# Lemonade Stand Strategies

Our April 11th luncheon/program speaker will be Diane Helbig who is an internationally recognized business and leadership development coach, author, speaker, and radio show host. As a certified coach, president of Seize This Day Coaching, and Co-Founder of Vision 21, Diane helps businesses and organizations operate more constructively and profitably.

Date: Thursday, April 11th, 2013  
Location: Holiday Inn – Mayfield Village  
Address: 780 Beta Drive, Mayfield Village  
Time: 11:30am – 1:00pm  
Cost: \$20.00 per person  
Speaker: Diane Helbig

Please plan on joining your fellow chamber members at this luncheon/program on April 11th. RSVP by Monday, April 8th to the chamber voicemail: 440-449-5099 or e-mail Jim Spring: [jasspring@aol.com](mailto:jasspring@aol.com).

**Reminder: “NO SHOWS” will be billed unless cancellations are made 24 hours in advance.**

As a speaker and workshop facilitator Diane merges energy and enthusiasm with rich content. Her goal is to leave her audience with actionable steps as well as the excitement to implement those steps. She wraps her presentations around the concept of Clarity of Course, believing that having clarity in business and sales is one of the keys to having a successful, thriving business.

Diane is the author of *Lemonade Stand Selling*, and the host of *Accelerate Your Business Growth Radio Show*.

Diane is the chairperson of the Lakewood Chamber of Commerce as well as a COSE board member.

## SAVE THE DATE

The 2nd ANNUAL PIZZA BAKE-OFF will be on Wednesday, April 17th from 5 pm until 8pm. See attached details for this MACC fund raiser. The pizza shops competing are Gaetano's, Jets, Master Pizza, Pizza Roma, Romeo's Pizza, Tasty, Teresa's TommyV's and Zeppe's. Come out and support this fund raiser and help decide who makes the best pizza.

**Mission Statement: To promote the growth of businesses in our communities and invest in programs that support our community development.**

**Mayfield Area Chamber of Commerce**  
1284 SOM Center Road #308 • Mayfield Hts., Ohio 44124  
216-556-4598 • [www.mayfieldareachamber.org](http://www.mayfieldareachamber.org)

## New Members

Welcome New Members (March 2013)

(Please cut out and insert into your member roster for future use)

### REM – Ohio

Logan Andress  
677-G Alpha Drive  
Highland Heights, OH 44143  
Day Services of Adults with  
Developmental Disabilities  
440-683-4115  
Fax: 440-683-4190  
E-mail: logan.andress@  
thementornetwork.com  
Website:  
www.thementornetwork.com

### United Nations Insurance Agency

Peg Ryan  
6140 Parkland Blvd., #300  
Mayfield Heights, OH 44124  
Bonding Services  
440-995-5100  
Fax: 440-995-5101  
E-mail:  
pryan@evergreenbonds.com  
Website:  
www.evergreenbonds.com



## From the Executive Director

Jim Spring

### YOU AND THE MANAGEMENT OF TIME...

Here is a subject that I am sure none of us really cares to address, but if you are like me it is something we really need to look into.

**Analyze** – Time analysis is a prerequisite to time management. Keep a diary of activities. A close look at how time is spent is likely to expose uncontrolled wasting of time.

**Distinguish** – between what is important and what is busywork. Then distinguish between important and crucial. Heed the 20/80 rule: 20 % of your activities will provide 80 % of your results. Each of us can formulate his or her own system of categorizing work in priority order like labeling work “urgent” “Important”, “can wait.” Make sure, however, that you stick to the system.

**Examine** – Sometimes we spend time on unimportant tasks because we can't say no, because we're perfectionists, because we're poor delegators, or because we're procrastinators. The bottom line is....too much time wasted. Focus – what is expected from us? Our function within the organization and what must be done with that framework is the key to our course of action.

**Detail** – Draw up a list of your goals. What must be completed? By when? How will it get done? Manage your time with proper emphasis. Do the right things first, then do things right.

**Budget** – Time and money are inseparable. Try to budget your time according to those endeavors which provide the greatest return per unit of time.

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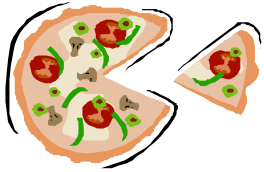
**Thanks to Host: Holiday Inn – Mayfield**  
**Speaker: Carol Ganser of Carol Ganser & Associates**  
**Sponsor: Cardinal Community Credit**  
**Union (Jonathan Mokri speaker)**

Once again the chef from Alfredo's at the Inn at Holiday Inn – Mayfield did an outstanding job of serving our membership and friends a wonderful, delicious meal. The servers again provided an on-time, friendly service.

Carol Ganser informed us how to keep your family's finances secure and stable with proper planning. Her team of experienced financial professionals is there to help make the right choices and what to be aware of through improper e-mails, mailings, & phone calls.

Jonathan Mokri of Cardinal Community Credit Union spoke on what a credit union can do for you and your business. He told how a business loan through Cardinal may be right for you. Thanks for being our March MACC sponsor.

**Mayfield Area Chamber of Commerce**  
Fundraiser in support of Mayfield High School Scholarships\*



**2<sup>nd</sup> Annual**

# **PIZZA BAKE-OFF**

Local area pizza vendors will face off in the second annual MACC Pizza Bake-Off!

**Wednesday, April 17th • 5 PM - 8 PM**

**Mayfield Village Community Center**

**6621 Wilson Mills Road**

Entrance off Wilson Mills Road or SOM Center Road

Parking at Community Center or Center Elementary School

Cost (cash only): \$5 Children • \$10 Adults (12 and older)

Ticket prices include all-you-can-eat pizza, soft drink  
and/or two complimentary beer or wine.

Guests are welcome to come sample the pies and cast their ballot for the "People's Choice" award.  
Local "celebrities" will be judging the other two categories: "Pepperoni" and "Specialty".

All proceeds benefit Mayfield High School Class of 2013 Senior Scholarship Fund.

\*Scholarships (\$1,000 each) will be given to Mayfield High School 2013 Graduates!

Special thanks to the following gracious donors of food, services, supplies and use of facilities.  
Be sure to support these companies/organizations.

## **Participants:**

**Gaetano's Pizza - Mayfield Heights**

**Jets Pizza - Lyndhurst**

**Master Pizza - Mayfield Heights**

**Pizza Roma - Mayfield Village**

**Romeo's Pizza - Highland Heights**

**Teresa's Pizza - Mayfield Heights**

**Tasty Pizza - Lyndhurst**

**TommyV's - Mayfield Village**

**Zeppe's Pizza - Highland Heights**

## **Donors:**

**Mayfield Village • Mayfield Village Police Department • Crane Enterprises**

## March Luncheon



## Title Boxing Club Ribbon Cutting



*Celebrate the grand opening of*  
Cuyahoga County Public Library's New Mayfield Branch



## birthday/earth day *branch bash*

**Saturday, April 20<sup>th</sup>**

**2:00 – 5:00 p.m.**

**500 SOM Center Road, Mayfield Village**

2:00–2:30 PM Ceremonial Ribbon Cutting

2:30–5:00 PM Branch Tours

Outside Activities with Cleveland  
Metroparks and more!

*Enjoy refreshments (while supplies last) and check out all that our new branch has to offer! Learn how we're going "green" in our new building, how you can go green at home and collect a commemorative library card.*

Help Cuyahoga County Public Library celebrate our  
90<sup>th</sup> birthday and the opening of our new Mayfield Branch  
at the BIRTHDAY/EARTH DAY BRANCH BASH!



Cuyahoga County Public Library  
[cuyahogalibrary.org](http://cuyahogalibrary.org)

*2013 marks Cuyahoga County Public Library's 90<sup>th</sup> birthday – and we plan to celebrate all year long!*

# MEMBER TO MEMBER DISCOUNTS

## (As of April 1, 2013)

Aladdin Rents 10% off any rental order for chamber members. This does not include any sale items or delivery fee.	440-942-4100	Liberty Mutual Insurance – Joe Corradetti 10% discount on Auto, Home & Renters Insurance.	440-785-3157
BatteriesPlus Save 10% on any instock batteries from laptop computer, cell phone, automotive, backup systems even wheelchairs w/chamber ID .	440-449-5555	Marshall Carpet One & Rug Gallery Call Steven Glass for 10% off all area rugs.	440-449-4977
Bogart, Cunix & Browning, LLC Call Dave Cunix to access your Anthem chamber discount for group Health insurance.	216-292-8700	Mayfield Brainard Collision & Paint 10% off your insurance deductible on collision repairs.	440-442-4772
Marie A. Calabrese, D.M.D. General Dentistry \$500.00 off Invisalign (clear braces).	440-646-0477	Mayfield City Schools 10% off ads in Mayfield City School Community Education & Recreation brochure.	440-995-7600
Deacon's Chrysler-Jeep Inc. 20% off service work for Chrysler & Jeeps.	440-442-0424	Miklus Florist – Free rose with purchase.	440-442-0777
Dr. Gen Orthodontics. Free initial evaluation including digital imaging and x-rays. \$250 discount off our full fees for comprehensive or interceptive phase I treatment.	440-442-3525	Minotas Trophies & Awards Save 20% on Advertising Specialties (min. qty. 300) Save 15% on Plaques.	440-720-1288
Eastern Boger & Gower Insurance Call Kathy Lanese to lower your personal auto premium up to 20% while keeping a close eye on teen drivers, with IntelliDrive.	440-442-5573	Morgan Stanley Wealth Management – Donna K. Leseman 216-523-3110 Free asset scan, a portfolio analysis tool powered by Morningstar.	
FASTSIGNS – Edward Davis 15% off in-house signage with a minimum purchase of \$75.00.	440-461-4445	Network Payment Systems Free equipment replacement program available for credit card/ check imaging terminals, includes free receipt paper & supplies. Merchant processing agreement required.	440-473-9477
Golden Gate Gardens Christina Weintraub announces first month rent free, or spread out over 12 months. If you refer someone to us who signs a 12 month lease, you get \$300.00.	440-442-1913	NPS Global Systems, Inc. Credit Card Merchant Processing *waiver application fee - \$125 value *free analysis of current processing set up.	440-646-9966
Harry Buffalo in Highland Hts. 10% off any purchase at the Highland Hts. location.	440-868-0088	Oppenheimer & Co., Inc 216-765-5942 Complementary: Retirement Outlook Report. An analysis to help review retirement roadblocks, resources and needs.	
Hamilton Insurance Partners Call John Swartz to get your Chamber Discount on Anthem/Blue Cross' Group Health Insurance.	440-461-8010 Ext. 111	Physicians First/Gallucci Chiropractic Clinic Complimentary Health Pass (a consultation and health history, a 10 point spinal exam, two spinal x-rays, if appropriate and a soothing muscle treatment.)	440-461-4848
Hillcrest Atrium Pharmacy Warren Friedman has free prescription deliver in the Mayfield Heights area.	440-605-1611	Rouhier Advertising Specialties Free screen charge with purchase.	440-461-9213
Hillcrest Family YMCA – Chris Scheuer 50% off your initiation fee when you are a new member.	216-382-4300	School of Rock 10% discount on (1) month tuition.	440-684-7625
Hilton Garden Inn Mayfield Village Frank Mancini or Gayle Galvin. 10% off in the GREAT AMERICAN GRILL RESTAURANT.	440-646-1777	Schulte & Mahon – Murphy Funeral Home \$25.00 Gift Card for a funded pre-need funeral contract. Contact: Mary Murphy.	440-442-0000
Howard's Jewelry Center Additional 10% discount & Free jewelry inspections and cleaning.	440-473-5626	Security Self Storage, Ltd. No administration fee for members – save \$15.00.	440-684-9393
Howard Sonenstein 3 months No Charge Rent with a 5 year lease in both Office & Retail space.	440-343-0008	Sherwin Williams – Golden Gate 20% off list price items and 5% off sale items.	440-449-0910
Laronge-Wagner Realty – Michael Wagner 10% rebate on commission when sale is made.	440-449-3850	Skoda Minotti 1 hr free tax or financial services consultation	440-449-6800
Levin Mattress \$50.00 off any purchase of \$499.00 or more. Chamber members, Families, and Friends. Offer NOT VALID on selected special purchases.	440-947-0047	Teresa's Pizza 10% off regular menu price orders.	440-449-7400
		Total ID Solutions Mike Sloe - 15% to 25% off employee ID cards.	440-449-8000

# MEMBER TO MEMBER DISCOUNT PROGRAM

**There's still time!**

Join the Member to Member Discount Program and your business with us.

Just completely fill out this form and FAX to: Jim Spring – 440-449-5869

Name: \_\_\_\_\_

Business: \_\_\_\_\_

Address: \_\_\_\_\_

Phone: \_\_\_\_\_

E-Mail: \_\_\_\_\_

Your product/service discount or offer \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Questions? Please call Jim Spring at the chamber office 216-556-4598.

For changes or new member to member discount additions just complete  
and fax this form to Jim Spring at 440-449-5869

# UPCOMING EVENTS & MEMBER NEWS

## SAVE THESE DATES...

April 11	11:30am	Diane Helbig - Lemonade Stand Strategies	Holiday Inn - Wilson Mills
April 17		2nd Annual Pizza BakeOff	Mayfield Village Community Center
May 9	11:30am	John Grabowski-Migration	Holiday Inn - Wilson Mills
June 13	11:30am	Suzanne Johnson - MACC Web Site	Holiday Inn - Wilson Mills
July 11	11:30am	Summer Mixer	Staybridge Suites
August 8	11:30am	Browns-ESPN Reporter	Harry Buffalo
August 19		Annual MACC Golf Outing	StoneWater Golf Club
September 12	11:30am	State of the Cities	Holiday Inn - Wilson Mills
October 10	11:30am	Cleveland Sports	Holiday Inn - Wilson Mills
November 14	11:30am	Hillcrest Hospital	Hospital Auditorium A & B
December 12	11:30am	Holiday Party	Landerhaven

*Submit your upcoming event or member news! E-mail to: [byron@craneenterprises.org](mailto:byron@craneenterprises.org).  
Copy must be in a word document and any photos must be a separate file. Copy may be edited for content and space restraints.  
Please patronize our members. To place an ad, call: (216) 556-4598.*



**(440) 461-0770**

355 Bishop Road  
Highland Heights, OH

### COMMERCIAL STORAGE

DOCUMENTS • INVENTORY • OFFICE  
FURNITURE

*FREE MONTHLY PICK UP AVAILABLE!  
DOOR ALARMS • CLIMATE CONTROL  
Residential Storage Also Available*

### 2013 Board of Directors

#### Officers:

President - John Swartz 440-461-8010  
Hamilton Insurance Partners

Vice-President - Mary Jo Vleck 440-461-1360  
Charter One Bank

Secretary - Patti Bednar 440-442-7753  
Dollar Bank

Treasurer - Bruce Bechhold 216-573-2330  
Walthall, Drake & Wallace, LLP

#### Board of Directors:

Byron Crane 440-552-2105  
Crane Enterprises, LLC

Michael LaMarca 440-449-1516  
LaMarca's Master Pizza

Vice-President - Donna Leseman 216-523-3110  
Morgan Stanley Wealth Management

Marybeth Mack 440-312-4784  
Hillcrest Hospital

Shelly Norehad 440-684-7625  
School of Rock

#### Executive Director:

Jim Spring 440-449-5099  
Creative Visions Cell 216-402-4167  
Fax 440-449-5869

*Deacon's*  
"The dealership that service built"



**Jeep**

835 SOM Center Road Mayfield Village, Ohio  
(440) 442-0424 [deaconschrysler.com](http://deaconschrysler.com)