



MAYFIELD CHAMBER NEWS

Mayfield Area Chamber of Commerce

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

AUGUST - 2013

MONTHLY CHAMBER PROGRAM:

Cleveland Browns On Your Mind!

Hear from Brown's Beat Reporter at ESPN

An exciting Cleveland Brown's season is being anticipated for this year. Come one, come all to our August member meeting and hear Will Burge, Brown's Beat Reporter at ESPN. Get those questions answered from an expert in his field. What about Weeden, Richardson and Brown's #1 draft pick Mingo from LSU? What about the new coaching staff? Increase in ticket sales for 2013, this should bring some excitement.

Date:	Thursday, August 8th, 2013
Location:	Harry Buffalo's of Highland Heights 5596 Highland Road (corner of Highland & Bishop) Highland Heights
Time:	11:30am – 1:00pm
Cost:	\$20.00 per person
Lunch Sponsor:	Golden Gate Gardens

RSVP by Tuesday, August 6th to the chamber voicemail: 216-556-4598 or e-mail Jim Spring: jasspring@aol.com. Payments can be made at the sign-in table with cash, checks or charge at sign-in table with Master Card or Visa.

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

Thanks to Our MACC After-Hours Host: Panini's Bar & Grill

Everyone in attendance for the July 11th MACC "After-Hours Networking" event at Panini's Bar & Grill shared with fellow members many ideas to make our chamber better. We thank Panini's (our newest MACC member) for the complimentary food that was provided and the servers who helped with the cash bar beverages, a job well done.

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

New Members

Welcome New Members (July 2013)

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

Electronic Merchant Systems

Chris Byrne

5005 Rockside Road, Suite PH100

Independence, OH 44131

Payment Processing Services

216-524-0900

Fax: 866-593-3324

E-mail: cbyrne@emscorporate.com

Website: www.emscorporate.com

Panini's Bar & Grill

Anthony DiTomaso

6289 Mayfield Road

Mayfield Heights, OH 44124

Restaurant (Bar & Grill)

440-605-0404

Fax: 440-605-9281

E-Mail: mayfield@paninisgrill.com

Website: www.paninis.com



From the Executive Director

Jim Spring

Networking....Networking is a great investment in your business and yourself. When you network, you build a web of people know about you as well as your products and services. The idea of connection with people to share information and resources – or networking- is not a new one, but the benefits are limitless. Networking is not a quick fix program but, over time, it can build a strong support structure for you and your business that will continue to produce results for years to come.

Networking has no boundaries – opportunities are everywhere. Think you can't afford to spend your time networking? Actually you can't afford not to. Networking is a long-term growth strategy that can help you enhance your business in ways you can't imagine. Plus, it can be done as part of your regular daily routing, just be more aware and open to opportunities to network with people you regularly come into contact with. When you use networking as a business tool, you invest in your business, yourself and your community. And that's the type of marketing we can all benefit from.

Message from our Sponsor: Golden Gate Gardens ...Your new beginning

Golden Gate Gardens is delighted to be hosting this month's chamber meeting. Call us at (440) 442-1913 or e-mail us at goldengategardens@yahoo.com to come by for a tour of Mayfield Heights best kept secret.

About Golden Gate Gardens:

Park Setting! It is easy to relax on our "campus" nestled on 7+ acres of lush green grass and mature trees featuring a great recreation area (adult pool, kiddie pool and playground area) and wide open spaces.

Great location! Located in the heart of Mayfield Heights at the corner of Maplewood Road and Golden Gate Boulevard – nicely secluded in suburbia but only minutes from Mayfield Road, I-271, great shopping, dining and more.

Luxury Living at Affordable Prices! Surprisingly affordable newly renovated 1 and 2 bedroom suites with granite countertops, ceramic tile floors, great new bathrooms, beautiful faux-wooden blinds, plush carpet, newly decorated common spaces and more, much more.

We are happy to work with employers to create special programs for company employees. Whether you need corporate suites or customized employee rental options tell Mim Goloboff your needs and we will tailor a program to work with you.

Limited Time Offer: If you know someone looking for a great place to live, refer them to Mim or Latisha at Golden Gate Gardens. If they sign a 12-month lease we'll give you a \$300 referral fee!



President's Message

*John Swartz,
Hamilton Insurance
Partners*

When I saw this month's newsletter proof, I thought "once again, Jim and I are on the same page"! Your Chamber does our best to provide you great events where you can not only learn something but you also have the opportunity to network. This month both of our pieces are about networking. Please take the time at the next luncheon to meet someone new and make the most of your ability to network with the other members and guests. Hopefully the following article will give you some pointers that are helpful!

Your networking personality, by Jonathan Farrington; July 3, 2013

"Social-networking venues, such as Facebook and Twitter, have made it possible to network with people who would otherwise have remained unknown to us. All of this "social interaction" has most certainly been of value. Before you engage in a big networking push, however, take a moment to examine your own temperament and disposition. Do you have an internal desire to network? Do you find value and enjoyment from the whole process of building relationships?

Here is a brief description of four networking types:

1) The Loner. Loners like to do most things by themselves. They may feel that they can do something faster or better than others. Or perhaps they don't want to bother or worry other people. They are often convinced that their knowledge and skills are superior to those of other people and ask for help only as a last resort. The Loner is an easily recognizable type, because there are times when we all believe we can do something better ourselves. Unfortunately, the Loner's attitude is a major obstacle to effective networking. Loners need to be more willing to let others assist and learn to ask for help.

2) The Socializer. Socializers try to befriend everyone they meet. They tend to know people's names and faces but not what they do professionally. Socializers are not usually systematic or ordered about following up on sales leads; their method of contact is random. Such a person may not listen too deeply during a conversation and will be quick to move on to the next person. Although the Socializer may have a wide circle of friends and contacts, he knows little of substance about his networking resources.

3) The User. Users are likely to collect business cards without making a real connection with people. They launch into a sales pitch on their first encounter with someone. They focus on their own agendas rather than trying to uncover mutual needs. They often have superficial interactions with others, and they keep score when giving favors. People of this type do network widely but in a way that creates little benefit for themselves or others. Even worse, this kind of networker gives networking a bad image.

4.) The Relationship-Builder. Relationship-builders have a "giving" disposition and an abundance mentality. They are generally happy to ask others for help or guidance and tend to listen to others with genuine care and interest. Builders are regularly on the lookout for useful information from which others can benefit. They have a well-ordered and organized networking system. This type of networker takes a long-term perspective on relationships and thinks more about what she can offer than about what she can gain. This type is on call to offer help whenever it is needed. If they themselves cannot help, they usually know someone who can.

A salesperson's aim should be to become the fourth type, the Builder, whose approach to networking inevitably leads to more sales for the simple reason that the Builder is often the first person people think of when they need help."

Jonathan Farrington is a globally recognized business coach, mentor, author, consultant and chairman of The JF Corporation and CEO of Top Sales Associates. For more information and tips from Jonathan, visit <http://www.topsalesworld.com/>, or go to his blog at <http://www.thejfblogit.co.uk/>.

Article accessed July 3, 2013 at: http://www.lifehealthpro.com/2013/07/03/your-networking-personality?eNL=51cd9e20150ba0121300019f&utm_source=TheLead&utm_medium=eNL&utm_campaign=LifeHealthPro_eNLs&LID=110626140&page=5

MACC Annual Golf Outing August 19th

Your GOLF FLYER is in this NEWSLETTER...NOW IT'S TIME TO REGISTER FOR SIGNING UP GOLFERS/SPONSORSHIPS

Regular Price: \$150.00/per golfer or \$600.00/per foursome.

Sponsorships: \$100.00 Hole Sponsorships with Signage

Date: Monday, August 19, 2013
Place: StoneWater Golf Course
Address: 1 Club Drive, Highland Hts. 44143

Itinerary: 9:00am Registration, Continental Breakfast, Open Range
10:00am Shot Gun Start, Lunch at the Turn by MACC Member Master Pizza
Two Beer, Wine, Soft Drink Tickets to use all day.
4:00pm Old Carolina Barbecue Dinner in the Clubhouse
Chinese Auction, 50/50 Raffle, prizes and awards ceremony

Registration: Send Completed form and payment to:
Mayfield Area Chamber of Commerce Golf
1284 SOM Center Road, #308
Mayfield Heights, OH 44124

Make checks payable to: MACC GOLF
OR Charge with Credit Card: E-mail Jim Spring at jasspring@aol.com or call 440-449-5099
MACC has an ability to charge outing on your Master Card or Visa

Questions....Please contact Chairman, John Kupinski: gm@himayfield.com, 440-220-2932. Contact John to donate prizes for the outing.



Your Foursome

GOLFER ONE

PHONE

ADDRESS

CITY-STATE-ZIP

EMAIL

GOLFER TWO

PHONE

ADDRESS

CITY-STATE-ZIP

EMAIL

GOLFER THREE

PHONE

ADDRESS

CITY-STATE-ZIP

EMAIL

GOLFER FOUR

PHONE

ADDRESS

CITY-STATE-ZIP

EMAIL

Mayfield Area Chamber of Commerce
Two Nines of Networking
hosted by StoneWater Golf Club

Two Nines
of
Networking



Monday, August 19th, 2013
StoneWater Golf Club

ITINERARY

9:00^{A.M.}
Registration
Continental Breakfast
Open Range

10:00^{A.M.}
Shot Gun Start, Best Ball Shamble format

Lunch at the turn by MACC Member Master Pizza

Two Beer, Wine, Soft Drink Tickets to use all day

4:00^{P.M.}
Old Carolina Barbecue Dinner in the Clubhouse
Chinese Auction, 50/50 Raffle, prizes and awards ceremony

COURSE

StoneWater Golf Course
1 Club Drive, Highland Hts 440/461-4653

CONTESTS

\$20 per team for 4 mulligans
GolfSmith Long Drive Contest
Closest to the Pin
Hole in One
Longest Putt

AWARDS

First, Second and Third Place Trophies
by Minotas Trophies

CHARITIES

Proceeds benefit the Mayfield City Schools Scholarship Fund and other charities

50/50 Raffle to benefit Flashes of Hope
flashesofhope.org



COMPANY NAME

CONTACT PERSON

ADDRESS

CITY-STATE-ZIP

PHONE

EMAIL

See reverse for team contact information

Registration

Send completed form and payment to:

Mayfield Area Chamber of Commerce Golf Outing
1284 SOM Center Road #308
Mayfield Hts, Oh 44124

Make checks payable to: MACC Golf

Email jasspring@aol.com for credit card payments

Questions: 440/220-2932

Registration deadline August 9th

DONATION

\$150 per player

\$125 per player Early Bird Special if payment is received by July 15th

SPONSORSHIPS

\$100 Hole Sponsorships with signage

Additional sponsorship opportunities available, please contact John Kupinski gm@himayfield.com

MEMBER TO MEMBER DISCOUNTS

(As of August 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
Fioritto Funeral Service \$100.00 off of our services with full-service pre-paid Funeral Service, and \$50.00 off of our services with a Standard Cremation Service. Mario A. Fioritto, Jr.	440-442-5900	NPS Global Systems, Inc. Credit Card Merchant Processing *waiver application fee - \$125 value *free analysis of current processing set up.	440-646-9966
Golden Gate Gardens Miriam Goloboff announces that if you refer someone to us who signs a 12 month lease, you will receive \$300.00.	440-442-1913	Oppenheimer & Co., Inc Complementary: Retirement Outlook Report. An analysis to help review retirement roadblocks, resources and needs.	216-765-5942
Harry Buffalo in Highland Hts. 10% off any purchase at the Highland Hts. location.	440-868-0088	Perrino Furniture & Fine Interiors 10% discount on all furniture and accessories (does not apply to any on sale items) "Just tell them that Johnny sent you".	440-919-1000
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. 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...

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	Matt O'Brien - Cleveland Cavs	Holiday Inn - Wilson Mills
November 14	11:30am	Hillcrest Hospital	Hospital Auditorium A & B
December 12	11:30am	Holiday Party	Landerhaven

Save the date

Monday, August 19th for our annual MACC Golf Outing being held at StoneWater Golf Club in Highland Heights. John Kupinski, of Holiday Inn, is the chairman and working on plans for a big event. Information and registration form in this newsletter.

Submit your upcoming event or member news! E-mail to: 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

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