



MAYFIELD CHAMBER NEWS

Mayfield Area Chamber of Commerce

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

FEBRUARY - 2015

MONTHLY CHAMBER PROGRAM:

How to Hire and Fire Employees

Join our panel of experts as they discuss best practices when it comes to hiring and firing.

Employees are a company's biggest asset. Finding the "good ones" and letting go of the "bad ones" can be a challenge for a business of any size. **Bring your Questions !!!**

Our panel includes:

Diane Calta, Employment Attorney at Diemert & Associates Co., LPA

Shannon Scopano, Recruiter at Annashae Corp, Temp to Hire Fire

Two Executives from local business – One Large & One Small

Date: Thursday, February 12th, 2015
Location: Holiday Inn – Mayfield Village
Address: 780 Beta Drive, Mayfield Village
Time: 11:30am – 1:00pm
Cost: \$20.00 per person
Speakers: Diane Calta, Shannon Scopano, and Others
Sponsor: Bruce Bechhold, CPA – Walthall CPA's

Please RSVP your attendance for this luncheon/program by Monday, February 9th to the chamber voicemail: 216-556-4598 or e-mail Jim Spring at: jim@mayfieldareachamber.org or on the Chamber Website: www.mayfieldareachamber.org and pay on PayPal or make payment at the sign-in table with cash, check or charge with VISA, Master Card or Discover Card.

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

Thanks to February Luncheon Sponsor: Bruce Bechhold, CPA, Senior Manager with Walthall CPA's

The level of service is determined by your needs as a client, and what your creditors and/or investors require. The higher the level of service required, the more time the CPA needs to complete the engagement and therefore the more costly the engagement. While privately held companies opt for compiled or reviewed statements, credit agreements with lenders often require audited statements.

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 (January 2014)

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

First National Bank

Maria Prevesk

1244 SOM Center Road

Mayfield Heights, Ohio 44124

Complete Banking Services

440-449-8597

E-mail: preveskm@fnb-corp.com

Results Fitness

Josh Mekota

6005 Landerhaven Drive, Suite C

Mayfield Heights, Ohio 44124

Health Fitness

440-684-0460

E-mail:

inforesultsfitnessforlife.com

Roster Changes

New Contact for Spirit Media:

Ray Somich 440-974-8500 X 10

E-mail: ray@247spirit.com

New Title for Dr. Marie A. Calabrese

Please change DDS to DMD

Change business name for Joe Corradetti to:

Leverity Insurance Group, Inc.

3737 Park East Dr., Suite 204

Beachwood, OH 44122

216-861-2727 x 519

FAX: 216-861-2957

E-mail: joe@leverity.com

Change company title for Diemert & Assoc. to:

Diemert & Associates Co., LPA

Change contact for Executive Caterers to:

Melissa Marik

440-449-3834 X 222

E-mail:

mmarik@executivecaterers.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 daily log 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 within 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.

2015 MACC Overdue Dues to be Mailed

Your 2015 dues reminder notices are being mailed to those who may have overlooked the first bill sent the end of November 2014. We value your membership and hope that you will continue your support and participation in and helping to build a stronger business community as well as helping to enrich the Mayfield Area School system. If you would like to make a charge payment you can do so by calling Jim Spring at 440-449-5099 and charge over the phone using our EMS MACC credit card system. A receipt will be sent via e-mail following your charge payment. Use your VISA, Master Card or Discover Card.



President's Message

Mary Jo Vleck

We had a great start to the year with our lunch and learn, and two outstanding networking events to all that attended. Please register for our February 12th luncheon, great information on “How to Hire and Fire Employees. Tax season is upon us...please check our membership roster if you need a tax preparer or CPA...we have some great resources here. We are looking for members to assist with committees (Membership, Program, Golf and our Annual Pizza Bake-Off). Contact our Executive Director Jim Spring via e-mail at: jim@mayfieldareachamber.org, or you can leave him a message at the chamber voicemail at: 216-556-4598.

I look forward to seeing you at our luncheon and networking events.

Cordially,
Mary Jo Vleck, President of MACC

Valentine's Day

February 14, 2015



MACC Board Member, Melissa Marik, Earns Award

The Sales and Marketing Executives International (SMEI) announce its 2015 winners of the Distinguished Sales and Marketing Award (DSMA) and congratulate Melissa Marik as one of this year's recipients. Melissa is the Director of Business Development for Executive Caterers and brings over 23 years of experience in the hospitality industry. She has served as a Director of Sales & Marketing for hotels in Regional and National capacities working for chains such as Intercontinental Hotel Group, Hilton, Radisson, and Wyndham. Melissa is very active in the Northeast Ohio business community serving as a member of several chambers of commerce and industry specific affiliations. She serves on the board of Sales and Marketing Executives of Cleveland as Vice President and is a 2014 recipient of their Distinguished Marketing and Sales Award. She also serves on the board of the Mayfield Area Chamber of Commerce and is actively involved with Destination Cleveland, the Greater Cleveland Partnership and the United Way campaign committee.

The SMEI Distinguished Sales & Marketing Award was established to recognize the best in sales and marketing profession. With standards of sophistication and skill in the sales and marketing professions continually improving, the wider business community has become increasingly aware of the value and role that these professionals play in the achievement of business success. These highly demanding functions of the business process are arguably the critical success factors for most organizations. The event will take place on February 24, 2015 at Tangiers.

After 5 Networking and Meet At 8

Thanks to Two Bucks Mayfield along with Wendy Kertesz and Mary Jo Vleck for hosting a well attended After Hours Networking event on Wednesday, January 21st. The Meet at 8 was held at the Wildcat Sports and Fitness Center at Mayfield High School. Sean Ward and Bill Thomas gave our group a thorough tour of the facilities

MACC January Luncheon at Holiday Inn



January Luncheon - Thank You!

Thanks to Host: Holiday Inn – Mayfield; Sponsor- Byron Crane-AdvoCare; and Speakers: David Baily from Charter One Bank, Bruce Bechhold from Walthall CPA's and Steven Hartstein from Skoda Minotti

MACC wishes to thank Holiday Inn for a wonderful meal presented by gracious servers. Good luck to our luncheon sponsor, Byron Crane on his new ventures with AdvoCare and Title Boxing Club in Medina. The speakers provided an excellent program re: Tax & Your Business Finances. Thank you to David, Bruce and Steven.

After 5 Event at Two Bucks-Mayfield



Join your Chamber friends at Fan Appreciation Night* on April 15, 2015 with the Cleveland Cavaliers vs the Washington Wizards at 8 pm.

“All you can eat” seats are \$57, and “Loudville” are \$36. AND...get a FREE ticket to a Cleveland Gladiators game with each ticket purchased!!

Beat the seat lottery, buy your group seats by calling Kyle Walker, Cavs Rep at 216.420.2137 to purchase by credit card.

Tickets MUST be purchased by March 1st to secure seats. Seats are limited...ACT NOW.

* EVERY fan will leave with a t-shirt, poster, or another piece of Cavaliers love!

PRESIDENT'S DAY
February 16, 2015



MEMBER TO MEMBER DISCOUNTS - As of February 1, 2015

Aladdin Rents 10% off any rental order for chamber members. This does not include any sale items or delivery fee.	440-942-4100	Laronge-Wagner Realty – Michael Wagner 10% rebate on commission when sale is made.	440-449-3850
AdvoCare (Byron Crane) 10% off all products including Spark (energy drink) and 24 Day Challenge (weight loss/cleanse program).	440-552-2105	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
Batteries + Bulbs Save 10% on any instock batteries from laptop computer, cell phone, automotive, backup systems even wheelchairs w/chamber ID.	440-449-5555	Liberty Mutual Insurance – Joe Corradetti 10% discount on Auto, Home & Renters Insurance.	440-785-3157
Bogart, Cunix & Browning, LLC Call Dave Cunix to access your Anthem chamber discount for group Health insurance.	216-292-8700	Marshall Carpet One & Rug Gallery Call Steven Glass for 10% off all area rugs.	440-449-4977
Dr. Marie A. Calabrese General Dentistry \$500.00 off Invisalign (clear braces).	440-646-0477	Mayfield Brainard Collision & Paint 10% off your insurance deductible on collision repairs.	440-442-4772
Deacon's Chrysler-Jeep Inc. 20% off service work for Chrysler & Jeeps.	440-442-0424	Mayfield City Schools 10% off ads in Mayfield City School Community Education & Recreation brochure.	440-995-7600
Dollar Bank-Mayfield Heights (Sandie Monsman) Free Financial Fitness Review for member companies Group Banking Events scheduled for your employees – each could receive up to \$300.	440-442-7753	Miklus Florist – Free rose with purchase.	440-442-0777
The Drake Apartments Offers 5% monthly rent discount to all chamber members interested in a new apartment home (studio, 1, 2, or 3 bedroom). Kia Crooms – Property Manager.	440-449-5800	Minotas Trophies & Awards Save 20% on Advertising Specialties (min. qty. 300) Save 15% on Plaques.	440-720-1288
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	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	Perrino Furniture & Fine Interiors 10% discount on all furniture and accessories (does not apply to any on sale items).	440-919-1000
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	Rouhier Advertising Specialties Free screen charge with purchase.	440-461-9213
Harry Buffalo in Highland Hts. 10% off any purchase at the Highland Hts. location.	440-868-0088	School of Rock 10% discount on (1) month tuition.	440-684-7625
Hamilton Insurance Partners Call John Swartz to get your Chamber Discount on Anthem/Blue Cross' Group Health Insurance.	440-461-8010 Ext. 111	Schulte & Mahon – Murphy Funeral Home \$25.00 Gift Card for a funded pre-need funeral contract. Contact: Mary Murphy.	440-442-0000
Hillcrest Atrium Pharmacy Warren Friedman has free prescription deliver in the Mayfield Heights area.	440-605-1611	Security Self Storage, Ltd. No administration fee for members – save \$15.00.	440-684-9393
Hillcrest Family YMCA – Chris Scheuer 50% off your initiation fee when you are a new member.	216-382-4300	Scalpers Bar & Grille/Sharp's Subs 5718 Mayfield Road, Frank K. Pines • 10% off any purchase	440-442-3577/440-461-2323
Hilton Garden Inn Mayfield Village Frank Mancini. 10% off in the GREAT AMERICAN GRILL RESTAURANT.	440-646-1777	Sherwin Williams – Golden Gate 20% off list price items and 5% off sale items.	440-449-0910
Howard's Jewelry Center Additional 10% discount & Free jewelry inspections and cleaning.	440-473-5626	Skoda Minotti 1 hr free tax or financial services consultation	440-449-6800
Howard Sonenstein 3 months No Charge Rent with a 5 year lease in both Office & Retail space.	440-343-0008	Teresa's Pizza 10% off regular menu price orders.	440-449-7400
		The Salon Professional Academy 10% off any service & 20% off any retail product. We carry many hair, nail & skin care products	440-684-1188
		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...

February 12	11:30am	How to Hire and Fire Employees	Holiday Inn
February 18	5:00pm	After 5 Event - Piccolo Italian Restaurant	
February 27	8:00am	Meet at Clothes Mentor - Mayfield Road	
March 12	11:30am	The Business of Sports in Cleveland	Holiday Inn
April 9	11:30am	Real Estate	Holiday Inn
May 14	11:30am	State of Mayfield City Schools	Holiday Inn
June 11	11:30am	How to Exit Your Business	Hilton Garden Inn
July 9	TBA		Hilton Garden Inn
August 13	TBA		Hilton Garden Inn
September 10	11:30am	State of the Cities	Hilton Garden Inn
October 8	11:30am	Hillcrest Hospital Update	Hillcrest Hospital
November 12	TBA		Hilton Garden Inn
December 10	11:30am	Holiday Party	Landerhaven

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.

SAVE THESE DATES

Save the 3rd Wednesday of every month for After 5 Networking event TBA

Save the 4th Tuesday of every month for Meet at 8 event TBA

2015 Luncheon Sponsors

January	Byron Crane - AdvoCare
February	Bruce Bechhold – Walthall CPA's
March	Frank Mancine – Hilton Garden Inn
April	
May	
June	
July	
August	
September	
October	
November	
December	

2015 Board of Directors

Officers:

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

Vice-President - Patti Bednar 216-631-8900
First National Bank

Secretary - Joe Corradetti 216-861-2727 x519
Leverity Insurance Group, Inc.

Treasurer - Bruce Bechhold 216-573-2330
Walthall CPA's

Board of Directors:

Wendy Kertesz 440-821-5022
MarketingSense

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

Marybeth Mack 440-312-4784
Hillcrest Hospital

Melissa Marik 440-449-0700
Executive Caterers

John Swartz 440-461-8010
Hamilton Insurance Partners

Executive Director:

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