

2010 HEALTH, HOME & BUSINESS EXPO

Tell your friends, neighbors and family about the **Health, Home & Business Expo** on **March 13** from **10:00am-3:00pm** at the **Chino Valley High School East Gym**. Admission is free to the public and the event promises to be fun and informative. In addition to booths, expected activities include health screenings, western reenactments (we can't guarantee a hanging), prize drawings, helicopter and auto displays, and more. Sponsors of this year's Expo are **ALLIANCE HOME CARE, BLUE CROSS BLUE SHIELD OF ARIZONA, BRIGHT STAR, CIRCLE L ANIMAL HOSPITAL, PRESCOTT TRUE VALUE, TOM'S PRINT SHOP,** and **National Bank of Arizona**. Not setting up a booth? Still be sure to attend the Expo. Pictures from 2009's Expo below.



IT'S THE FABULOUS FIFTIES CASINO NIGHT - MAY 1



World War II was over and America saw a decade of prosperity. This was the decade where television replaced radio for entertainment. The 1950's featured rock 'n' roll, poodle skirts, Sputnik, transistor radios, pop beads & ponytails, Lucy & Desi, 25 cents per gallon gasoline, jukeboxes, Elvis & Marilyn, the beehive, the Cold War, interstate highway system, rolled up jeans & bobby socks, and the Chevy (now a classic). The Fabulous Fifties Casino Night will be held May 1 - one of the Chamber's most fun fund raising events.

This year's Casino Night will have gaming for prizes, fun, silent auction, and surprises. Promote your business by participating - provide a silent auction prize, sponsor a gaming table, sell tickets to the event. This may be a Chino Valley Chamber fund raising event, but people throughout the tri-city area and beyond attend. Your business has the opportunity to reach potential customers not ordinarily in attendance at Chamber functions. And, this is the most popular event that reaches the general public. Make your plans now to help your business and help the Chamber.



The photo below shows a sample of a gaming table available for sponsorship. Think of the advertising potential - your business name before attendees all evening.



CHAMBER TO HIRE SALES REP

See the column titled "We're Growing" on page 2. The Chino Valley Chamber is seeking applicants for a Sales Representative.

NEWS & NOTES

The Chino Valley Connection is a monthly publication of the:

CHINO VALLEY AREA
CHAMBER OF COMMERCE
P O BOX 419
448 N HIGHWAY 89 SUITE I
CHINO VALLEY AZ 86323
928-636-2493
www.chinovalley.org

2009-2010 Board of Directors

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of Chino Valley
John Scholl - Chino Valley Unified
School District
Eric Woods - The Summit Church

Chamber Staff

Ab Jackson - Chief Executive
Officer
Linda McFarland - Office Manager

Mission Statement:

*To promote economic growth,
serve as a voice for the business
community, and enhance the
quality of life for Chino Valley.*

We Are Growing!

Be Part of a 239 Year Tradition That
Makes a Difference!

The **Chino Valley Area Chamber of Commerce** is searching for an Experienced Sales Representative to sell memberships/sponsorships and advertising.

Requirements:

- ❖ Excellent written and oral communication skills
- ❖ Strong commitment to excellence
- ❖ Strong track record of sales success
- ❖ Prior advertising and membership sales a plus
- ❖ Desire to be part of a winning team
- ❖ Network well within high end venues
- ❖ Positive attitude

What the Chino Valley Chamber Offers:

- ❖ Stability
- ❖ Credibility
- ❖ Ability to make a difference
- ❖ Be part of the fastest growing Chamber in the state
- ❖ Excellent training
- ❖ Earnings opportunity (yearly) \$24,696 to \$42,875 (compensation is based on YOUR performance - this is 100% commission position)
- ❖ Have a lot of fun making money!

To be considered for this ELITE and very prestigious sales position, send cover letter with resume to: Chino Valley Chamber of Commerce, P O Box 419, Chino Valley AZ 86323 or email to chamber@chinovalley.org.

Join Our Winning Executive Sales Team!

1. We Give You Tools to Succeed
2. Atmosphere to Excel
3. Positive & Professional Working Environment
4. Great Earning Potential
5. Make a Difference Within the Business Community & the Chamber

STATIONS LAUNCH NEW WEBSITES

KOLT Country (107.5), The WOLF (96.7), and The CANYON (105.1) proudly announce the launch of their new station websites. Grenax Broadcastin II now has the most advanced interactive capabilities in northern Arizona, providing audiences with news and entertainment, terrific values from local businesses, radio streaming, help from local experts, and more. It's the only place to go when you need something. Find out how to get your business involved. Call MELISSA BYRNE today, 928-775-7005, or email her at melissa@northlandradio.com. Find the KOLT, CANYON, and WOLF websites: www.koltcountry.com, www.1051thecanyon.com, and www.967thewolf.com.

RAFFLE TO BENEFIT ZOO

HERITAGE PARK ZOOLOGICAL SANCTUARY is conducting a 2010 HARLEY DAVIDSON RAFFLE from which the proceeds will benefit the animals. This is a chance to win a 2010 Harley Davidson Road King or a 2010 Harley Davidson Street Glide. Tickets are on sale through June 19, 2010 at a cost of \$25 each or 5 for \$100. Tickets may be purchased at the zoo gift shop, online at www.heritageparkzoo.org, or by calling 928-778-4242. The drawing will be held at the Zoodazzle Gala on June 19, 2010, and the winner need not be present.

Contact Heritage Park Zoological Sanctuary for information, disclaimers, and requirements.

LANTANA PLAZA LOOKING FOR YOUR BUSINESS

The Lantana Plaza located at 1260 South Highway 89 in Chino Valley is looking for your business. See the flyer in this month's newsletter for information about the opportunities available at Lantana Plaza. Contact Linda Hughes for information: 928-710-3375 or 928-717-0033.

ON COULDA, WOULD, SHOULD

by
Ab Jackson, CEO



You may remember “*Raging Bull*.” Robert Dinero played boxer Jake Lamotta. After he retires from the ring, Lamotta spends some time as a night club performer. In a classic scene from the movie, Lamotta is in front of his dressing room mirror rehearsing lines from that night’s act. He is

looking at the mirror doing Marlon Brando’s “*On The Waterfront*” lines, “I coulda’ been a contenda’. I coulda’ been somebody.”

It is very natural in troubling times to pull in one’s horns and not take chances. Sometimes that conservatism results in lost opportunities and has us in front of our mirrors saying, “coulda, woulda, shoulda.” A study of the many products created and ideas advanced during the Great Depression by people who didn’t say ‘no’ would astound us.

In BJ Gallagher’s classic business parable, YES Lives In the Land of NO, the narrator tells of the characters she meets as she tries to take advantage of opportunities she encounters in the land of ‘NO.’ Along the way she meets Ben There and his friend Don That, Hugh Kant and Nomo Money on the negative side, and characters like Tea’ Nacity, Seymour Sales, and Addie Tude on the positive side. My favorite part of the book is Gallagher’s acronym for navigating your way through the land of NO - **PERSEVERE**.

Persist in pursuing what’s important.
Endure discomfort; struggle is part of the pursuit.
Rethink your strategy when you encounter NO.
Steadfastly hold true to your values and ethics.
Evision what success will look like.
Voice your intentions & keep your commitments.
Express gratitude for support from others.
Risk is essential in finding YES; be courageous.
Enjoy and celebrate every bit of progress toward YES.

I highly recommend YES Lives In the Land of NO by BJ Gallagher.

At the Chino Valley Chamber we are committed to assisting you in your journey toward YES by providing dozens of promotional opportunities and scores of networking venues. While you are promoting and networking we are advocating for you with town, state and national government. Our Economic Development efforts are geared toward business recruitment and business retention. This

year, we have created the Chino Valley Business Academy to provide training for success in your business and preparation for our leaders of the future. In the fourth quarter this year, we will launch the Chino Valley Citizens Academy to further prepare community leaders.

While “*Raging Bull*” is generally regarded as the best picture of the 80s, it is ultimately the story of a loser. Let’s not have you and me sitting in front of our mirrors full of regret. Let’s have you and me in front of the parade after triumphing over NO and living in the land of YES. See you at the Health, Home and Business Expo on March 13th. Vote YES on the CVUSD Override!!

BUSINESS TO BUSINESS NETWORKING

THANK YOU to MARILYN SUBACH for setting up the Business TO Business networking tables at each Business Membership Luncheon. This is an opportunity to promote your goods and services to fellow chamber members as well as to enjoy top notch speakers and great food. Contact the Chamber or Marilyn for suggestions and tips for successful displays.



Do you need...



Health Insurance
Promotional Products
A Web Page
Discounts
Shipping
Merchant Card Processing
for your Business?

BBB Accredited Businesses have access to all of these discounts and more. For information on becoming accredited, visit arizonabbb.org or call (928) 772-3410.

MARCH BUSINESS LUNCHEON

WEDNESDAY, MARCH 10
11:30AM – 1:00PM

ADMISSION: \$12 PER PERSON

*(In consideration of your fellow chamber members
PLEASE MAKE A RESERVATION
to the Chamber by*

3:00pm, Tues., March 9. *Because this
is a restaurant admission will be charged
whether eating or not.)*

LOCATION: GABBY'S KITCHEN
CATERING & BANQUET HALL
WINDY VALLEY PLAZA
2235 S HIGHWAY 89, CHINO VALLEY

GUEST SPEAKER
JIM BUNKER

MAYOR OF CHINO VALLEY

Promote Your Business at the
Business TO Business Networking Tables

Bring Prizes for the Business Card Drawing

50/50 Cash Drawing for the
Chamber Scholarship Fund

Mike & Susan Tobey

P O Box 5215
Chino Valley 86323
928-830-0098

Mike is a retired investigator for the L A County District Attorney and is active in the Rotary Club of Chino Valley. Susan is retired from the Tropicana in Las Vegas in the entertainment/marketing field. Susan is an active volunteer in the Chamber.

We Can Help U, LLC

2070 Pinal St
Chino Valley 86323
928-243-4817

Contact: Jackie Nance & Karen Rockhold
Services for individuals, families, seniors, and developmentally disabled who need assistance with liquidation of assets, estate sales, relocating, household management, de-cluttering, or daily support.

Malouff and Company, Inc.

325 W Gurley St
Prescott 86301
928-778-1657

Contact: Nick Malouff
The company has been in the construction business for 22 years.

Energy Smart Homes, LLC

6465 E Sunset Ln
Prescott Valley 86314
928-642-2834

Contact: Chris Selby
The company provides general residential construction.

Chino Valley Electronics (formerly Radio Shack)

1930 N Highway 89
Chino Valley 86323
928-636-5140

Contact: Dan Hofeld

This is a retail store that sells electronics parts and sells and repairs tube radios and amp.

Arizona Development Co, LLC

P O Box 5038
Chino Valley 86323
928-777-8021

Contact: Paul Aslanian

Real estate development of master planned communities in Chino Valley and Yavapai County.

ARE YOU AFFECTED?

Arizona does not observe Daylight Savings Time, but most other parts of the country do. Daylight Savings Time begins on **Sunday, March 14**, so those clocks will be moved forward one hour.

WELCOME NEW MEMBERS

Great Lakes Airlines

6500 Macurdy Dr
Prescott 86301
800-554-5111

Contact: Monica Taylor

Great Lakes Airlines offers daily flights from the Prescott Regional Airport to Ontario, California and Denver, Colorado.

Chino Valley Mini Mall

1222 S Highway 89
Chino Valley 86323
928-636-1108

Contact: James & Sherry Duggan

Nine merchant mini mall with parking spaces for people to park and sell from their own vehicles. Stores inside the mini mall carry items such as gifts, crafts, leather goods, rv parts, luggage, and jewelry.

QUARTERLY WOMEN IN BUSINESS LUNCHEONS

THANK YOU to **Arizona's Hometown Radio Group**, the 2010 sponsor of the Women In Business Luncheons, and **SANDY MOSS** for emceeing. The first quarter luncheon was held at **CD'S CATTLE COMPANY**, 1150 N Highway 89, Chino Valley on January 29.

THANK YOU to **LOUISE WILLIAMS**, Hospice of the Pines, for speaking on "Professionalism in the Workplace." The next **QUARTERLY WOMEN IN BUSINESS LUNCHEON** is on **FRIDAY, APRIL 23**. This luncheon is always a great way to end the work week, so save the date.



Some of our luncheon attendees enjoying lunch.



Pictured left to right: **SANDY MOSS**, **LOUISE WILLIAMS**, and **AB JACKSON**

St. Patrick's Day - March 17



THANK YOU! THESE BUSINESSES RECENTLY PROVIDED PRIZES FOR THE BUSINESS CARD DRAWING

- Bonnie Casey - Artist* *CD's Cattle Company*
- Tom's Print Shop* *Linda Hatch*
- Yavapai Title Agency* *Flying Paws*
- Hospice of the Pines* *Cartridge World*
- Arizona's Hometown Radio Group*
- Granite Mountain Home Care & Hospice*
- Brenda Behrens Pure Pleasures Jewelry*
- U S Vets-Prescott* *Marc Center*
- Valpak of Northern Arizona* *The Tanning Hut*
- Rick Nichols Custom Engraving*
- Arizona State Credit Union*
- Las Fuentes Resort Village*
- Healthy Chocolate 4 Job Security*
- Mary Kay Cosmetics-Dede Jackson*
- Bradshaw Mountain Promotions*
- Northern Arizona Prudential Real Estate*

At each luncheon and mixer a second ticket is drawn from the 50/50 Scholarship Fund cash drawing. Second chance prizes were provided by **GRANITE MOUNTAIN HOME CARE & HOSPICE** and **U S VETS-PRESCOTT** in February. Special thanks to them for bringing such fun and unique items.



CIRCLE L ANIMAL HOSPITAL

TLC The Way It Should Be



845 S Highway 89
Chino Valley AZ 86323
928-636-4421



5 Reasons to Choose MDI Financial Services, Inc. To Prepare Your 2009 Taxes

1. 10% Chamber Member Discount
2. Free Electronic Filing
3. Guaranteed Accuracy
4. Federally Licensed Tax Professional (Enrolled Agent)
5. Open Year-Round

MDI Financial Services, Inc.
Bruce Eldredge, EA
246 N. Hwy 89, Ste A, Chino Valley, AZ 86323
(928) 636-1725

FEBRUARY BUSINESS LUNCHEON REVIEW

You won't want to miss a single business luncheon. They are an opportunity for information as well business TO business networking.



THANK YOU to **DAVE MAURER**, Prescott Chamber of Commerce Executive Director, for being the guest speaker at the February Business Luncheon. Dave gave luncheon attendees the many examples of the benefits of Chamber membership and those same benefits in dollars and cents.

CONGRATULATIONS to **AL GOTLAND** of **Cartridge World**, the February Business of the Month. Cartridge World is a great Chamber supporter and Al very rarely misses a meeting. Cartridge World is located at 1046 Willow Creek Road, #113, Prescott. Al can be reached at phone number 928-776-0444. Al, Dave, and Ab Jackson are pictured in the photo in the next column.



New members Jackie Nance & Karen Rockhold of WE CAN HELP U received membership plaques.

FEBRUARY MIXER

THANK YOU to U S VETS-PRESCOTT for hosting February's Mixer. U S Vets is a non-profit that offers programs to help veterans receive assistance when needed. Contact Barbara Mikkelsen at 928-717-7581 or visit the website www.usvetsinc.org.



And, the Chamber helped Charlie Arnold celebrate his birthday.



THANK YOU TO THESE MEMBERS WHO RENEWED THEIR MEMBERSHIPS

The Brochure Works
North Sky Homes
E V Solar
Las Fuentes Resort Village
Chino Valley Unified School District
Highlands Center for Natural History
The Lunch Box
Chino Valley Lions
WestBuild Construction

Your support is appreciated!

MARCH 17TH MIXER
5:00PM - 6:30PM

WATTERS GARDEN CENTER
1815 W IRON SPRINGS ROAD, PRESCOTT

*Business TO Business Networking
50/50 Drawing for Scholarship Fund
Business Card Drawing Prizes
Fun. Food & Friendship*

QUARTERLY BUSINESS/EDUCATORS BREAKFAST

THANK YOU to Chino Valley High School instructor DOLISA PEHL and her culinary arts students for providing a great breakfast for the Business & Educators who attended the February 18th meeting at the High School. PENNY HUBBLE gave an update on the school override committee's efforts to inform voters about the ballot issue.



2010 PLATINUM SPONSORS



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