



The Chamber Insider

May 2016

www.maryvillechamber.com

New Members

The Pub
414 N. Main

Wells Bank
2920 South Main

First Friday Coffee Event

Get your antioxidants, meet fellow Chamber members and kick off your day! Join us on:

Friday, May 6th at 7:30 am

Hosted by

Northwest Campus Dining

*B.D. Owens Library
on NW Campus*

If you would be interested in hosting a coffee event, please contact Jordyn at the Chamber, 582-8643.

Upcoming Meetings & Events

Ribbon Cutting: May 3, 10am

First Friday Coffee: May 6, 7:30am

Ambassadors: May 9, 12pm

Ribbon Cutting: May 12, 11am

Grand Opening: May 14, 1pm

Ribbon Cutting: May 17, 10am

Net@Night: May 18, 4:30-6:30pm

Kids Block Party: May 19, 5:30-8pm

Arts, Rhythm & Brews: May 20, 7pm

Ag Lunch & Learn: May 23, 12pm

Board Meeting: May 26, 7am

Memorial Day: May 30

Like us on Facebook!

Pictures, videos, links and more!
See it all—"Like" the Chamber at:

[www.facebook.com/
maryvillechamber](http://www.facebook.com/maryvillechamber)

Your Chamber & Community Calendar is Online

[http://cca.maryvillechamber.com/
evtlistingmainsearch.aspx?
dbid2=momar&class=C](http://cca.maryvillechamber.com/evtlistingmainsearch.aspx?dbid2=momar&class=C)

Help us Celebrate these Businesses with A Ribbon Cutting!

May 3rd at 10am

A+ Cash Advantage
954 South Main

Help us celebrate A+ Cash Advantage's 15 yr Anniversary and thank them for staying in our community!

May 12th at 11am

Wells Bank
2920 South Main

Help us welcome Wells Bank into our community and thank them for investing in Maryville!

May 14th at 1pm (Grand Opening)

Watson 9
Mozingo Golf Course

Come celebrate the opening of the new Watson 9 golf course! Celebrate throughout the day and meet the real Tom Watson!

May 17th at 10am (Double Whammy!)

Beemer & Render Red Line Accessories & Glass; & Rush Printing
1305 & 1406 East First St

Come celebrate two businesses with us! Congratulate Beemer's Muffler on their added services and new business; and Kay Wilson on taking over Rush Printing and continuing their business in our community!



Legislative Coffee: May 20

Join Us for a Wrap-Up of the Session

Another session of the Missouri General Assembly will wrap-up on May 15. Make plans to join fellow members at the Chamber's Legislative Coffee at the CIE Building on Northwest's Campus at 7:30 AM on Thursday, May 19th. Coffee and light breakfast will be provided by B&G Catering.

Our guests are Missouri Senator Dan Hegeman and Representative Allen Andrews. Attendees will have an opportunity to ask questions after a presentation summarizing the session.

The Legislative Coffee is a semi-annual event hosted by the Chamber's Government Affairs Committee, and sponsored by KCP&L.



Do you have ideas for us?

The Chamber is currently working on trying to come up with a theme to implement a festival around. We know that there are a lot of great minds in our chamber network, so if you have any ideas, let us know!

Chamber has got some news!

The Chamber is constantly working hard to improve our organization and ensure that our members are getting the benefits they need. With that being said, you board has decided on two new and great things!

- Teaming up with a company called Zip Ed Tech to provide learning courses at a very low price. These courses provide actual certificates and range from IT, Human Resources, Time Management, Social Media and more! Recognized by the Better Business Bureau. We are in the process of setting up everything on our website, which is where you will sign up for the courses once we go live!
- Also new; our board has decided that we should, reward those business owners who have more than one business. Starting and keeping alive small business is a challenge so the board has decided to give a 50% discount off the base category price for additional businesses, but they must pay full price for their largest employee owned business.

We hope that you will enjoy these new changes. If you have any questions at all, I would be happy to answer.

Gov't Affairs Committee encourages subscription to MO Chamber YouTube

The Missouri Chamber is constantly trying to keep the businesses and residents aware of the legislative happenings in Jefferson City. They do this by uploading videos of Committees, Senators and Representatives speaking about Bills and concerns they are pursuing or discouraging. You can find these videos at:



<https://www.youtube.com/channel/UCRpdFSVu6Ruu-XCwxeJpaXg>

Downtown Event Series Presents: Kids Block Party- May 19th

Spring has officially arrived and summer is just around the corner. Your Chamber is gearing up for our annual three Downtown Events and we couldn't be more thrilled. After last years attendance and positive remarks we will be having another Kids Block Party to kick off the summer!



In order to expose our wonderful Chamber businesses and organizations, we want to invite you! Set up a booth and get that free exposure you've been wanting! The only thing we ask, is to have a game or activity for the children (10&under), and have fun of course! Possible activities or games may include face paint, hair color spray, chalking area, temporary tattoo booth, craft table, hula hoop station and many more. The possibilities are endless.

This event will take place on Thursday, May 19th starting at 5:30pm, with a David Sandy, Comedy Magician, performing at 7pm.

If this sounds like something you're interested in, please fill out the registration form attached before May 12th. Pre-registration will ensure that our event will run smooth for all those participating. If you have any questions or concerns, please call 660-582-8643 or email chamber@maryvillechamber.com.

Don't forget to check out M-PAC's first event, Arts, Rhythm, and Brews on Friday, May 20th! 21 and over event, buy your tickets at City Hall or Hy-Vee.

May 1st-7th

National Small Business Week

Every year since 1963, the President of the United States has issued a proclamation announcing National Small Business Week, which recognizes the critical contributions of America's entrepreneurs and small business owners.

More than half of Americans either own or work for a small business, and they create about two out of every three new jobs in the U.S. each year.

As part of National Small Business Week, the Greater Maryville Chamber of Commerce would like to take the opportunity to Thank our Nodaway County Small Businesses. The impact of these outstanding entrepreneurs and small business owners is astounding. Every day, they're working to grow small businesses, creating jobs, and driving innovation.



Help us say thank them, by supporting these small businesses and recognizing the hard work they have put into making our community to be a better place.

Are you qualified for a Ribbon Cutting?

Have you had changes in ownership of your business? Added a new professional? Or done some huge remodeling in your business? You could be qualified to have a Ribbon Cutting! If you would like to see if you're qualified or schedule a Ribbon Cutting, please email director@maryvillechamber.com!

Jordyn Goes to Conference!

Over the past week, I had the pleasure of attending a Chamber conference with over 200 attendees from Missouri, Arkansas, Kansas, and Oklahoma. This conference provided some great ideas that we can look into, but it also taught me how to better myself as a Chamber director, and I want to share those tips that I received with you.

The first tips I learned is from Mary B. Lucas the author of "Lunchmeat & Life Lessons." This speech was truly inspiring and I wish you all could've been there with me. So I will try my best to provide a summarized version.

"Lunchmeat & Life Lessons," is a book about Mary's father who was a butcher in Kansas City who only had an 8th grade education, but was Mary's go-to for advice in her professional life, working in the people business.

To make it in the people business she shared a Butcher's Wisdom. It's three things: About the Impressions You Make, Accountability You Take, and Appreciation You Show.

Impressions You Make:

- The first hunk of meat you sell is yourself.
- Don't forget the Comeback Sauce!

We all know appearances are important. When making a first impression, in case you have forgot, 7% of their impression is based on what you say, 38% on how you say it, and 55% on appearance and manner.

After our first impressions are complete, it is the key of making sure you see that person again. Mary's father believed that the comeback sauce has a three ingredient recipe. She spoke of a transaction that her father had with a customer in the butcher's business who had a hard day. It started out with the energetic greeting and how are you doing,.

Recipe:

- **1 Part Recognition:** "I'm sorry you had a hard day, well let's try and make that better." Recognizing and repeating what that customer said, so they know you listened.
- **1 Part Connection:** "You've been taking care of your sick family all day, so I'm going to take care of you."
- **Add a Dose of the Unexpected:** After that was said, he put just a tiny bit extra meat on the pound of meat that customer had just bought, said thank you for coming in and hoped his family got better and that he'd come back to see him.

Accountability You Take:

- Find the Like, if you don't like somebody, they don't like you.
- Get out your blinders and put them on.
- Admit Your Mistakes; Raise your hand, put it down and get back to playing the game.
- Knowing When to Let it Go; It's over the L.
- Don't take life so seriously, you are never going to get out of it alive anyway.
- If you don't have a happy birthday, it's your own damn fault.
- Send yourself flowers.

Appreciation You Show:

- Don't get all wrapped up in yourself because when you are all wrapped up in yourself, you make a damn small package.
- Don't act like it's your due, take every chance to say Thank You.

I know these last two I was not able to go further in detail, but at least you got a taste of a butcher's wisdom. And you know what her comeback sauce was? It was giving each and every one of us in the room her book, which I am so grateful for and it obviously made an impression on me, wanting me to listen and learn from her more.

The Civility Project

Based off of Dr. P.M. Forni's "Chasing Civility," Duluth, Minnesota created a project that promotes to Speak Your Peace and returning to civility. The public awareness campaign encourages individuals, organizations, local churches, businesses, elected officials, schools and government entities to Speak Up, Speak your mind, and speak your peace, yet do so in a way that is respectful and productive. Below you will find the nine tools of civility:

- **Pay Attention:** Be aware of body language, choice of words, and intent behind the words they're saying.
- **Listen:** Seek to understand, set aside personal judgments & thoughts while listening to a person by writing quick notes on a notepad so it isn't stewing in your mind while you're trying to listen, reflect what they said back to them, ask questions, and most important do not interrupt.
- **Be Inclusive:** include everyone in the group. By inviting others into the conversation and bringing them up to speed on the topic, use language everyone understands and welcome diverse opinions.
- **Do Not Gossip:** Defined as speaking poorly of a person when they are not present, repeating derogatory information, and when others gossip in your present, discourage it.
- **Show Respect:** By actively listening and no side conversations, treat others as you wish to be treated, and no name calling, disrespectful body language such as rolling eyes or huffing and puffing.
- **Be Agreeable:** Look/find points which you can agree with and affirm those. Do not be contrary and contradictory just to assert power, and accept the others opinion even if you do not; agree to disagree.
- **Apologize:** Be the first to admit when you have misunderstood, made a mistake or spoken in haste. Empathize where that person is coming from and be sincere and genuine.
- **Give Constructive Criticism:** "Would you consider," or "May I offer a suggestion", focus on the issue at hand. Do not resort to judgments and personal attacks, convey passion in a calm and collected way because if you get emotional you lose effectiveness.
- **Take Responsibility:** Own up to anything you said or actions you did, don't place the blame on anyone but yourself.

Community Events

Saturday, April 30th:

- Better Living 4U taking place at 8am-12pm at the St. Joseph Civic Arena. Bringing together the regions top organizations representing all aspects of well-being including physical, mental, financial, social and much more. Free to enter. For more information please contact Renita Neville at 816-279-8558.
- Extreme Cowboy Race Series taking place at Mozingo Lake Recreation Park at the Equestrian Trails. Registration starts at 7am and Races start at 9am. Winners for each race and giving overall Champion Buckles, Reserve Buckles & Saddle Racks in All Classes. For more information please call 660-254-0840.
- Bill Bateman from Bateman's Photography presents a program on preserving the past for future generations. Bring old negatives and have Bill Bateman help you discover what you've been missing for years at the Nodaway County Historical Society Museum at 2pm. For more information please call 660-582-8176.

Saturday, May 7th:

- Join the Maryville Garden Club to plant some flowers and have some baked goods at the Nodaway County Senior Center from 7-11am. You can expect to see garden mums, perennials, vegetable and annual plants, trees, shrubs, vines, succulents and baked goods! For more information please call 660-853-1904.
- Abbey Trails 5k run/2 mile walk will be taking place from 7:30-1pm. Join many as they enjoy a scenic, paved road on the Abbey grounds. First and Second place winners in each age group with Free Brunch available to all participants along with access to a health fair. For more information, please go to www.conceptionabbey.org.
- City-Wide Garage Sales will take place throughout the day. You can find a garage sale map in the Maryville Daily Forum!

Sunday, May 8th:

First United Methodist Church invites the Maryville High School class of 2016 to join them for a MHS Baccalaureate Service from 4-5pm sponsored by the Ministerial Fellowship. For more information please call 660-582-4821.

Tuesday, May 10th

Business Women of Missouri invite you to give blood at the Maryville Community Blood Drive from 11am-7m at the First United Methodist Church. Register to donate and receive a buy one get one free coupon from Schlitterbahn Waterpark. Book your appointment today at savealifenow.org. For more information please call 660-582-2671.

Saturday, May 14th:

- Extreme Cowboy Race Series taking place at Mozingo Lake Recreation Park at the Equestrian Trails. Registration starts at 7am and Races start at 9am. Winners for each race and giving overall Champion Buckles, Reserve Buckles & Saddle Racks in All Classes. For more information please call 660-254-0840.
- Celebrate the Watson 9 Grand Opening with activities running throughout the day starting at 9am-6pm. Events include free youth golf clinics, ceremony with speaker Tom Watson himself and a youth golf tournament. For more information go to mozingolake.com/Watson9.

Thursday, May 19th:

Kick off the summer at the Kid's Block party sponsored by the Chamber. You can find booths, games, activities, and magic act by David Sandy at this FREE family-friendly event. Taking place in the 300th block of downtown Maryville on Market from 5:30-8pm. For more information please call 660-582-8643.

Friday, May 20th:

Inaugural art event hosted by Maryville Public Art Council. Come for an evening out celebrating new sculptures downtown, including live music, food and alcoholic tastings, along with Artists-at-Work demonstrations. Purchase your tickets at City Hall or your Maryville Hy-Vee! Come enjoy this 21 and over event! For more information please contact maryvillepublicart@gmail.com.

Saturday, May 21st:

Join St. Gregory's Trivia & Dance Night from 6:15-11pm at the St. Gregory's Gym. Teams include 8 members and cost is \$25/person. Night will include cash bar & DJ with music at the conclusion of trivia night. For more information please call 660-582-2462.

Wednesday, May 25th:

Join Oak Pointe Assisted Living & Memory Care for some assorted wine and hor d'oeuvres from 4:30-6pm. Come join Oak Pointe's community to network and socialize! For more information please call 660-562-2799.

If you have any events you would like us to put in our monthly newsletter, you must let me know by the **4th Monday of the Month or submit it on our website Community Calendar.**



Want to attract New Customers?

"Thank you to all of the sponsoring businesses. The New Resident Program was a great way for us to learn about all that Maryville has to offer. We really appreciated the coupons and valuable information about the Sponsoring businesses and we will continue to support those businesses before others because of their support for this program". — New Resident Packet Receiver

"Please thank all the sponsors for their welcome. It is great to be in a town with such great team spirit and community pride". — New Resident Packet Receiver

What is the New Resident Program?

The New Resident program has three separate purposes:

- to welcome new residents;
- present them with important information regarding Maryville
- and promote sponsoring businesses

All with no cost to new residents.

How do you get involved and benefit from sponsoring this program?

Sponsors will have their business name, address, and phone number placed on an **Exclusive Ready Reference Guide** which is included in **each** packet. As new residents realize their needs for products and/or services; they can refer to this list and choose to support businesses that went the "extra mile" in welcoming them to Maryville. **ADDITIONALLY**, sponsors will receive timely contact information of those new residents receiving packets which allows sponsors the opportunity to do a follow-up contact should they choose to do so.

The fee is two dollars per packet payable to the Chamber. Billing is done quarterly. For a family of 2 or more, only one packet will be given out. We average approximately 30-40 new residents/year.

Questions Asked:

What is considered a New Resident? New Residents must be moving from outside the area to within a five-mile radius of Maryville city limits. Traditional university students are ineligible due to similar programs offered students through Northwest.

How does this benefit a new resident? New residents are made to feel welcomed and informed regarding their new home. They receive information regarding Maryville as well as the sponsor packet. Sponsoring businesses and organizations may provide a discount coupon, small token and/or business brochure as a means of introducing their business. Sponsors may change items in the packet as desired with no additional cost.

If you are interested in becoming a New Resident Sponsor, please fill out application and return to Sandi Von Behren at newcomer@maryvillechamber.com or call 660-582-8643 for more information.

KIDS BLOCK PARTY- MAY 19

PART OF CHAMBER DOWNTOWN EVENT SERIES

After having great success last year, we have decided to have another Kids Block Party to kick off the summer!

In order to expose many of the great Chamber businesses and organizations in our town, we're giving you the opportunity to have a booth for free! The only requirement is to have a game or activity for the children. If it is a game, we ask that you provide a small knick knack or candy as a prize.

Our Kids Block Party will take place on Thursday, May 19th starting at 5:30pm, depending on how many booths sign up, with a David Sandy, Comedy Magician performing at 7pm.

PRE-REGISTRATION

We are excited and hopeful for your participation in our second Kids Block Party! This is a great way to get your business/name in front of parents in a non-purchasing environment. Pre-registration is greatly appreciated to ensure a more organized and smooth running event. The Downtown Event Series Committee asks you to complete this registration form and send it to:

Maryville Chamber of Commerce
408 North Market • Maryville, MO 64468

Before Friday, May 12

KIDS BLOCK PARTY DAY

We will be closing the streets at 5pm, allowing for set up. The event will start at 5:30pm and tear down can begin at 7pm when the Comedy Illusionist begins.

The Chamber will ***not*** be providing any tables or chairs. You will be responsible for providing those items if needed, as well as anything else to set up your game/activity booth.

We will have a designated area for booths to set up. You have the privilege of choosing your own booth location on a first come, first serve basis. Please ensure your booth location will not block other booths or stop foot traffic. The Downtown Event Committee has the right to move your booth if it is disrupting the flow of foot traffic.

If you have any questions, feel free to call Jordyn Swalley at 660-582-8643 or email director@maryvillechamber.com

KIDS BLOCK PARTY REGISTRATION FORM

Contact Name: _____

Organization or Business: _____

Address: _____

Phone Number: _____

E-Mail Address (Optional): _____

Description of Booth Activity or Game

WAIVER: I hereby for myself, my heirs and administrators assume any and all risks which might be associated with the Downtown Event Series: Kids Block Party. I waive and release any and all rights and claims for damages which I may have against the organizers and any others connected with this event, their representatives, successors and assigns for any and all injuries or damages of any kind whatsoever suffered by me as a result of taking part in the Downtown Event Series: Kids Block Party and any related activities.

Name: _____ Date: _____

**DOWNTOWN EVENT:
KIDS BLOCK PARTY- MAY 19**