



## business connections

### Members Helping Members... Members Helping the Community

During these challenging economic times it's important for companies to work together to ensure the private sector and broader community remain vibrant and strong. Thanks to the collaboration between several of your fellow Chamber members, we are one step closer toward building Lancaster County into a model of prosperity for 21st Century America.

In 2008, Jen Strobel, owner of Superior Wash attended The Chamber's popular seven-week sales seminar "Selling from the Inside Out" facilitated by Laura Schanz, owner of Laura Schanz Consulting Associates. As a result of the program, Strobel fostered a business connection with Schanz and was invited to her company's business leaders seminar featuring Derek Hathaway, retired CEO of Harsco Industries. (Schanz met Hathaway through The Chamber's Excellence Exchange program.) (See page 10 to learn about our sales training program.)

"Mr. Hathaway opened his keynote address by offering to donate \$5,000 to the charity of choice to the table that submitted the best essay of what they learned from his presentation that day," said Strobel. "He instantly had 200+ business professionals motivated to listen. Mr. Hathaway spoke about authentic leadership and taught us that a true leader is more than simply a title, leadership is a way of life. Mr. Hathaway said a leader is also a servant. The leader with the servant attitude remembers that he/she is working for a purpose greater than him or herself."

After receiving all the essay submissions, Hathaway awarded \$3,000 to the first place essay and \$1,000 to second and third place essays, so more charities would benefit. Strobel's table, featuring Chamber Ambassadors Craig Miller, and Lori Bentley of Douple Agency; and Chamber Board of Director Justin Warren of Frontier Communications of PA, donated their \$3,000 to the Clare House. The second place team was from Chamber member Quality Custom Cabinetry.

"Support from the community is vital to the success of the Clare House program and when corporate citizens select Clare House to be the beneficiary of their generous gifts, we are encouraged to continue working diligently on behalf of homeless women and children in our community," commented Jennifer Powell of Clare House. "Now, more than ever during these tough economic times, a contribution like this makes a significant difference; we are ever grateful."

This is just one example of how taking full advantage of The Chamber's many offerings and networking opportunities can lead to professional growth, business growth and community growth.

To read the award winning essays, visit [www.lauraschanz.com](http://www.lauraschanz.com). To learn about The Chamber's many offerings, visit [www.lancasterchamber.com](http://www.lancasterchamber.com) then "Calendar of Events. If you've made a business connection as a result of your investment with The Chamber, please contact the communications department at 717.397.3531 and tell us your story.



(from left to right): Lori Bentley of Douple Agency, Inc.; Craig Miller; Jennifer Powell of Clare House; Jen Strobel of Superior Wash; Robin Miller of Interiors; and Justin Warren of Frontier Communications of PA. Missing from the photo are Melissa Hennigan of Sir Speedy and Jane Koppenheffer.



## mixers

Wednesday, April 15 • 5 to 7 p.m.

**Certified Carpet, 1855-65 Columbia Avenue**



Jumpstart your networking at the highly anticipated April Mixer hosted by Certified Carpet. This 60 year old business is a one-stop-shop for commercial and residential carpet cleaning, new flooring sales, and installations and entrance mat services. During this after-hours event, you'll have an opportunity to learn more about the company's many offerings, meet staff and more. Refreshments and hors d'oeuvres will be served.

Join the expected 200+ Chamber members looking to network and make lasting connections. Make attending this April Mixer part of your business plan for how you will continue to create new business in 2009.

Wednesday, April 29 • 5 to 7 p.m.

**The Long Home, 200 North West End Avenue, Lancaster**



Mixers are a great place for you to make a number of new business connections and meet-up with old Chamber friends. Networking is important now more than ever and Wednesday, April 29 is an optimal time to network with others in your field or develop relationships with potential clients or partners. Not only will you grow your contact list, but you'll have the opportunity to explore one of Lancaster City's well-known charitable homes serving elderly individuals. Enjoy catered hors d'oeuvres and refreshments by Iron Hill Brewery at this popular after-hours event.

To register for these Mixers, visit [www.lancasterchamber.com](http://www.lancasterchamber.com) then "Calendar of Events" or see the Action Line in this month's newsletter.