
A voice that promotes planned economic growth by linking people in business, government and the community.

February 2007

We have six new Chamber members this month and we are excited that they have joined! This is a great time for new and existing members with all of the events that are coming up. After Hours at Harm's insurance and the First Friday Donuts at Salt City Payday Loans were enthusiastically attended. Even with the extreme weather conditions this month, our members have found these activities to be great networking opportunities. Let us know if you are interested in hosting an Open House in the coming year. This is a great way to spotlight your business and let our community know what you do.

The Spring Hillopoly real estate has been sold. Those of you who have purchased spots on the game board will be receiving information about what to do next. We still have room in the center of the board for special mention. I want to express a special thank you to the committee members who have worked to get this organized and publicized. Great job!

Once again I want to encourage you to give me your ideas about how you think your Chamber can work for you. Give us the chance to help you promote your business.

Sincerely,

Chad Shaddox

Connecting is the Key to Networking

Recently I was glancing over some newsletters from other Chambers and saw an article by Jill Lublin about networking techniques. I wrote to her and asked her for permission to reprint her article. Her reply was to use it any way that would be helpful to our Chamber. I feel many of her points are worth thinking about.

“Something strange happens to many people when they approach networking opportunities. They suddenly forget how to connect, simply going through the motions of shaking hands and exchanging business cards. Networking becomes a chore, part of a business plan that is carried out with apprehension and some degree of loathing. It doesn't have to be this way. Networking magic happens through your connections; and your connections are what create a fulfilling life.

Your First Step—Start With Your Heart

Real connections come from true, heart-felt and honest interactions. Shed your business persona and be yourself. If you've got a line drawn between your personal and business connections, erase that line. Start connecting with others as if each person might end up as your best friend. The formula for connecting from your heart is simple: You'll like who you're being and you'll naturally attract like-minded, quality people. People you meet are more likely to introduce you to their friends and associates if they like you.

Honest curiosity and vulnerability are key. Intimate connections are the foundation upon which we build satisfied lives, and the best connections are heart-centered connections. Don't think for a minute that success in business requires a stoic business persona. Nothing could be further from the truth.”

FIRST AFTER HOURS EVENT- WARM, FRIENDLY AND SUCCESSFUL!

The first After Hours event of 2007 was a great success. Janet Harms, Harms Insurance Agency, hosted almost 30 people. The Spring Hillpolly Game was the center of attention. Everyone who came agreed that meeting after work was a good way to relax and meet new people. Several businesses have expressed an interest in more of the events so watch for updates as they are scheduled. Thank you Janet for being the first!

THE AMBASSADORS ARE GETTING ORGANIZED!

The Spring Hill Chamber Ambassadors are getting ready for their first organizational meeting at noon, Feb.21, at Curly Brown's. If you are still considering becoming an Ambassador, now is the time to volunteer. We have a full calendar coming up, with lots of activities to host. Call the Chamber office if you want to find out more.

New Members

Some of you may have met the **Design Survey** team at the January membership luncheon. It was such a pleasure to see our new members jump right in and make themselves known from the start. Design Survey is a land surveying company located at 115 S. Main, in Spring Hill. Dave Rodgers, President and Rick Phillips, Vice President can be reached at 686-4430. Their email address is, Phillips@design-surveys.com.

Hometown Liquor, 101 South Webster St., has seen some changes in the last few months. Cheryl Findley, owner-manager has recently sold the video part of her business and is concentrating on Hometown Liquor and C's Party Shop. Cheryl can be reached at 592-3665, or you can email her at hometownlandv@earthlink.net.

Victory Dance, 21901A Victory Road, joins us this month. This dance studio is owned and operated by Lori Polley. The studio offers classes in tap, ballet, tumbling, hip-hop and jazz for ages 3-13. They even offer an adult tap class! You may reach Lori at the studio number, 686-4428, or by email at lapolley@yahoo.com.

Care Alternatives Hospice, 1420 NW Vivion Rd. Kansas City, MO 64118, has recently joined the Chamber. Sonja Caballero, Administrator, has attended many of our events in recent months so many of you have met her. She can be reached at (816)-584-8111. The website address for Care Alternatives Hospice is www.carealt.com. Sonja's email address is Sonja-caballero@carealt.com.

The Spring Hill Education Assn., a professional organization that represents teachers in the Spring Hill School District, has recently joined the Chamber. We welcome our teachers to the Chamber and will enjoy getting to know them better. The contact person for the Assn. is Georann Whitman, President. You may reach her at whitmang@usd230.org.

Scott Snavely joins us this month as another new member. Scott teaches in the Olathe School District and is an active member of the Spring Hill community. Scott's love for Spring Hill shows in his involvement on the Spring Hill Planning Commission and his recent decision to run for City Council. We will look forward to seeing more of Scott in the months to come. Scott's address is 410 W King St. You may email him at scottpsnavely@yahoo.com.

Calendar of Events

February

No General Membership Meeting
Feb 8- Noon Board meeting
Feb 19- President's Day-Chamber office closed
Feb 21-First Ambassadors organization meeting-12-1

March

March 2- First Friday Donuts, Spring Hill Family Medicine-host
March 3-Spring Hill Legislative Breakfast and General Membership meeting at Spring Hill High School.
March 6-City Council Forum, Co-host-Rotary Club, Community Center-7-9
March 7-Ambassador's meeting-12-1
March 8- Noon Board Meeting
March 11- Sesquicentennial Kick Off-2:00, Civic Center
March 15-Brown Bag Chamber Meeting-Guest speakers, Adele and Stan Adell, Identity Theft.
March 19-23-Spring Break, Chamber offices closed
March 28-Lunch in Topeka for Johnson County Delegation

April

No General Membership Meeting
April 6-First Friday Donuts
April 12-Noon Board Meeting

May

May 4-First Friday Donuts-ReUse Concrete
May 10-Noon Board Meeting
May 17-Noon General Membership Meeting
May 22-After Hours event-Jim Fagan

June

No General Membership Meeting
June 1- First Friday Donuts- Team Bank
June 9-City Garage Sale
June 14-Noon Board Meeting

July

July 4-Independence Day-
July 12-Noon Board Meeting
July 19-General Membership Meeting

August

No General Membership Meeting
August 3-First Friday Donuts-Representative Kiegerl
August 9-Noon Board Meeting

September

Sept. 13-Noon Board Meeting
Sept. 20-General Membership Meeting
Sept. 15-Fall Festival and Pony Express Rider

October

No General Membership Meeting
October 5- First Friday Donuts-Civic Center
October 11-Noon Board Meeting

November

November 8-Noon Board Meeting
November 15-Annual Dinner Meeting

December

No General Membership Meeting
December 1-Hometown Holidays
December 7-First Friday Donuts, Perfect Details, 516 N. Webster
December 13-Noon Board Meeting

Legislative Events on the Calendar!

Please check the list of events in March for activities that offer you the chance to meet and talk with our Kansas legislators. They are working hard this session and will be available at several breakfasts co-hosted by the Spring Hill Chamber and other area Chambers to answer questions and to give updates on what's on the legislative agenda.

Senator Karin Brownlee invitation!

The Olathe legislators are hosting 3 forums in Olathe during the session. The first is this Sat., Feb. 10 at 8:30 am in the City Council chambers of City Hall. The other dates are Mar. 10 and April 14. These dates do not conflict w/ the forums sponsored by the Overland Park chamber which cost about \$15-20. AT&T and KCP&L sponsor the events by providing simple refreshments. The forums are free.

Dan Simon w/ the Olathe News is the moderator. Tim Danneberg w/ the city of Olathe helps out and insures that the forums are televised. The format has the moderator directing audience written questions to legislators. We did this last year and Dan does well moving the program along so that we end in about one hour. We try not to have more than about 6 legislators to allow for more questions.

We welcome anyone interested in following the legislative session.
Thank you for considering this.

Karin Brownlee

2007 Legislative Breakfast Series

The Spring Hill Chamber of Commerce and the Johnson County Public Policy Council sponsor the Legislative Breakfast Series to enhance the communication and exchange of information between the business community and the Johnson County state legislative delegation. Legislators will be on hand to discuss issues and offer the most current legislative updates. All meetings will take place at the Ritz Charles in Overland Park, 9000 West 137th Street. Casual attire is requested. Breakfast will be served promptly at 7:30 a.m.

Please mark the dates you will be attending.

Saturday, February 17, 2007, 7:30 a.m. _____

Speaking: Senator Karin Brownlee; Representatives Jeff Colyer, Ronnie Metsker, Tim Owens and Stephanie Sharp

Saturday, March 3, 2007, 7:30 a.m. _____

Speaking: Senator Dennis Wilson; Representatives Pat Colloton, Owen Donohoe, Gene Rardin and Sheryl Spalding

Saturday, March 31, 2007, 7:30 a.m. _____

Speaking: Senator Julia Lynn; Representatives Ben Hodge, Terrie Huntington, Kay Wolf and Ron Worley

Saturday, April 21, 2006, 7:30 a.m. _____

Speaking: Senators Barbara Allen, John Vratil and David Wysong; Representatives Lance Kinzer, Robert Olson and Kevin Yoder

Chamber Member single breakfast \$20 • Non-member single breakfast \$25

Chamber Member series discount package price (all 5 breakfasts, savings of \$15) \$85

The reservation deadline for each breakfast is the **Wednesday** preceding the date. Reservations must be made in advance.

The Legislative Breakfast Series is a prepaid event. Dates and speakers are subject to change.

Questions? Contact the OP Chamber at (913) 491-3600.

NAME _____ COMPANY _____

PHONE _____ PLEASE CHARGE \$ _____ TO MY CREDIT CARD

CREDIT CARD # _____ NAME ON CARD _____

EXP. DATE _____ Please return reservation and payment to:

9001 W. 110th St., Suite 150, Overland Park, KS 66210

(913) 491-3600 • opcc@opks.org • Fax: (913) 491-0393

Liberty Mutual Insurance Affinity Program Available to Chamber Members

Your Spring Hill Chamber Membership just got more valuable! A recent Affinity agreement with Liberty Mutual insurance will allow chamber member's a 5% discount on their Home Owners Ins. and a 10% discount on their personal Auto Ins. These savings are in addition to Liberty Mutual's already highly competitive rates as well as the excellent customer service Liberty Mutual has provided to their valued customer's for over 90 years.

To receive complimentary quotes please call your local Liberty Mutual Agent and Spring Hill Chamber Member @ Kim Thompson Ins. Agency 913-592-5573.

EMBARQ and the Spring Hill Chamber of Commerce Helping Your Business Reach New Heights.

The sky's the limit when you have not one, but two resources to help you succeed. As a partner with the Chamber of Commerce, EMBARQ offers Chamber member Exclusive discounts. Take advantage of a full range of products and services offered by EMBARQ, and feel confident knowing you can rely on an industry leader with more than 100 years of experience who is committed to the communities that we serve.

Call your local EMBARQ consultant to find out how we can lower your bill and give you 3 months free of new services!!!

James Stutsman

Small Business Sales Consultant

Gardner Retail Store

Embarq Corporation | Voice: 913-856-2128 | Wireless: 573-673-3037 | Fax: 913-856-5435

Email: james.j.stutsman@EMBARQ.com

225 N. Moonlight Rd, Gardner, KS 66030



Business to Business Discounts

During the past year, several Chamber members have offered discounts or other incentives expressly to Chamber members and their employees. Marketing your firm via this program – or receiving the benefits of these offers – is an advantage limited to Chamber members and their employees.

Chamber members providing information about their offer prior to March 1, 2007, will have the information included in the 2007 membership directory. As offers become available, they will also be posted on the web site at www.springhillks.org/Membership/zone.html.

This marketing tool is offered free, and exclusively, to Chamber members!
Business to Business Discounts Information Form

Business Name _____

Contact Name _____

Address _____

City _____ State _____ Zip _____

Phone Number _____ E-Mail _____

Please Describe Your Discount or Incentive: (Information may also be attached.)