

Summer 2008

Volume 14, Issue 2

## Upcoming Events

- June 11 - "Power of Email Marketing" Monthly Luncheon
- June 26 - Chamber Cruise Kick-off - After Hours
- July 9 - Monthly Luncheon - State Sen. Pankau
- July 29 - Annual Chamber "Golf Classic"

## It's About Golf -- and Networking, Too!

They say that business can be done on a golf course. Do you believe that?? I do!! I've seen it!! Sure, golf is a great sport and a golf course can be a beautiful place to spend an afternoon, but when done correctly, the two can be combined and produce a successful combination.



The Chamber will attempt that combination once again at the annual "Golf Classic" on Tuesday, July 29th on the beautiful course of Klein Creek Golf Club in Winfield.

Beginning with a 10:30am registration and 11:00am buffet lunch, 160 golfers will start this "best ball scramble" with a Noon shotgun start. They will be greeted at many holes by some of our businesses who will be sponsors.

This event is the greatest fundraiser the Chamber puts on annually. There is something for every chamber member at this event. You

may be like me, a non-golfer. No worries - we need volunteers for all or part of the day as well as people to donate raffle prizes and amenity bag items (those giveaways with your company name on them).

Of course the sponsors will receive recognition both on our website and at the event with their name on a sign and in the program. For a level of Silver or higher, your company can set up a table AT the hole and greet the golfers personally. Again...business IS done on the golf course! Sponsorship levels are \$125, \$250, \$350, \$500, and \$1,500 for Premier Sponsors -- thank you, Parkway Commons Apartment Homes for being our first Premier Sponsor.

What is the deadline to sign up to golf? There is no deadline -- when we are full we are done!

New this year is the special raffle for "Resort Getaway Gift Certificate." Replacing the TV raffle, you have a



chance to win a Gift Certificate to be used at your choice of one of these four resorts: The Abbey or Grand Geneva/Lake Geneva, Eagle Ridge/Galena or The American Club/Kohler WI. What can it be used for? What do you like to do -- golf? Take a family vacation? Get lost in the spa? Weekend getaway with friends? The winner will choose to spend all \$1,000 of the gift certificate! Look for the green raffle tickets and envelope in this newsletter and take a chance!

The day of golf ends with a dinner in the tent at Klein Creek and raffles galore. Winners of the three 'flights' are announced and golfers will take home photos donated by Moments in Time Photography. We hope you will choose to be a part of this year's chamber golf outing!

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## Summer 2008

### President

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The HBC Group

### Vice President

**Dick O'Gorman** 630.232.1369  
Foxfire Tavern & Grill

### Treasurer

**Mike Holmgren** 630.871.1177  
Accounting Network, Inc.

### Secretary

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Carol Stream Public Library

### Executive Director

**Luanne Triolo** 630.665.3325

### Board of Directors

**Mike Ashby** 630.668.8161  
DuPage County Farm Bureau

**Patrick Bartel** 630.892.1700  
Bartel's Auto Clinic

**Marina Collazo** 630.508.0651  
Restoration Coalition

**John Fiotti** 630.842.7849  
Law Offices of John Fiotti

**Lea Jackman** 630.681.0962  
Western DuPage Special Rec. Assn.

**Darrel Malcom** 630.528.1315  
Kids Against Hunger-Fox Valley

**Robert McNees** 630.665.8811  
Robert A. McNees & Associates

**Patricia Pauling** 630.260.0095  
Glendale Lakes Golf Club

**Christie Ruffino** 630.221.8100  
Total Staffing Solutions, Inc.

**John W. Wheeler, Jr** 630.841.5421  
Oakbrook Financial Solutions

**Edward Zuniga** 630.871.8840  
Community Auto Body

### Village Liaison

**Bob Glees** 630.871.6231  
Village of Carol Stream

### Newsletter

**Luanne Triolo** 630.665.3325

## From the Desk of the Executive Director

Dear Chamber Members,

Summer is here! It's a time of celebration, vacations, and more. Is it a busy time for you or a slow time? Planning ahead is something that is a good fit for a slower period. We hope visiting a chamber event will be in your plans for this summer

Our June luncheon will be educational in the area of email and will include 'best practices', etiquette and marketing tips. Steve Robinson will present "The Power of Email Marketing" at our June 9th luncheon. July's luncheon will bring us State Senator Carole Pankau who will update us on happenings in Springfield. Of course we have some Business After Hours sprinkled in, as you will find on the calendar.

Something new and exciting will be introduced at a June 26th After Hours and that will be the news of an upcoming Chamber Cruise. No, I don't mean a Fox River or Lake Michigan cruise; I mean a Royal Caribbean cruise to Belize and Costa Maya - 5 nights in all! What better way to escape a cold week in February than to cruise and network with fellow Chamber members? The DuPage Professional Women's Network will be joining us for a time away from snowy Chicago. Come out to RoccoVino's on June 26th to hear all the details from Judy Riley/CruiseOne and book it!

It's summer and that means our planning of the Golf Outing is in full swing! We expect a sold out, 160 golfer group -- that's par for the course. We do hope you will join in on this fundraiser and be a part of the team, whether it be as a golfer, donor, sponsor or volunteer. Can anyone lend me their golf shoes - I got a hole in one. (ouch...bad joke!) July 29th is the date at Klein Creek - please join us!

The Village of Carol Stream has planned a plethora of events at the Town Center and the "Summer in the Center" is the main draw of the summer. Visit the website [www.carolstream.org](http://www.carolstream.org) for details and a schedule. In addition, they offer a wonderful free concert every Thursday night at the Town Center where families, co-workers and friends can gather and relax while listening to some great tunes. We have a chamber table there each week. Check to see if there are sponsorships still available by calling Chris Oakley at the Village @ (630) 871-6250. See you at the Center!



Luanne Triolo, Executive Director



### **BUSINESS-COMMUNITY EXPO**

**Sat-Sun, June 7 & 8th**

**Town Center - Gary and Lies Road, Carol Stream**

**Expo Hours - Noon to 5:00pm - FREE ADMISSION**

**DURING 'SUMMER IN THE CENTER' - RIDES - CONCERTS - FOOD VENDORS  
BEER GARDEN - BINGO - COMMUNITY FUN!**

**People—Planet—& Profits** is the new business mantra for the 21st century entrepreneur/CEO. Business leaders are challenged as never before to address environmental sustainability as a major factor in reformulating their business /profit plan.

The **People** issues include worker health and safety, employee morale and empowerment, as well as societal issues of poverty are now core business issues. Global Environmental issues affecting the entire **planet**, such as global warming, threaten to affect the very survival of the planet and create an urgent call for action. Given the enormous challenges facing today’s business leaders, managers, CEOs, entrepreneurs are striving to create a better short and long-term balance between the needs of people, the planet and profit.

In this new era of environmental stewardship, businesses are adopting sustainability-related values, principles, strategies and practices as integral factors in their corporate mission statements and in their associated business plans. While many definitions of sustainability

exist, it is best understood as *‘the coordinated efforts to meet the needs of the present generation without compromising the ability of future generations to meet their own’*. A more formal definition of sustainability is *‘the increase in productivity and/or reduction in consumed resources without compromising product or service quality, competitiveness or profitability’*.

To this end, the Village of Carol Stream has created an environmental web portal on its web page to assist the business community and the community-at-large in adopting sustainability principles on a daily basis both at home and most especially in the product and service market place. The new environmental web portal includes detailed information on energy reduction, water conservation, waste reduction (recycling and reuse) and air quality improvement measures are some of the educational topics detailed. This comprehensive environmental web portal will help businesses advance their sustainability efforts and can be accessed at

[www.carolstream.org/Services/Engineering/GreenCarol%20Stream.html](http://www.carolstream.org/Services/Engineering/GreenCarol%20Stream.html)

**sustainability**  
n. “the coordinated efforts to meet the needs of the present generation without compromising the ability of future generations to meet their own”



Left: Nancy and Phil Thomas snip the ribbon with Mayor Saverino and fellow chamber members at the opening of Family Health Mart Pharmacy in April.

Right: Jatin Patel/Carol Liquor & Tobacco and Dan Riley/ CruiseOne share a game of pool at the April After Hours held at Eaglewood Resort and Spa.



**RSVP Policy** There is a new Luncheon Policy beginning January 2008 which requires attendees to pre-register for all chamber luncheons, regular monthly luncheons as well as Women In Business luncheons. When you pre-register, we are better able to plan with the restaurants we are dealing with for the right amount of meals. Pre-registration (RSVP) must be done 3 business days prior (Friday noon for a Wednesday luncheon) and walk-ins will not be able to be accommodated. Cost for member lunch will be \$20 and non-members are \$25 pre-paid. Cancellation and no-shows will be charged \$20. We do appreciate your consideration and cooperation on this new policy. Please call Luanne Triolo if you have any further questions on this matter (630) 665-3325.

# Scholarships Awarded to Local Students

Summer is here and high school seniors are saying goodbye to their teachers and high school friends. Soon they will be gathering their dormitory items preparing to go away to college.

Five Carol Stream residents have a little less to pack this year, namely \$1,000 in fees to their colleges since they have received a little help

from their local chamber. The Carol Stream Chamber of Commerce in conjunction with Dollars For Scholars® has awarded \$5,000 in scholarships for the 2008-2009 school year. Recipients are Matthew Andracki and Matthew Youngwith from Community High School in West Chicago and Lauren Langhammer, Kelly Pelz, and

Jenna Slack from Glenbard North. Each will receive \$1,000 toward their education.

The Chamber increased the amount to award from \$2,500 last year to the \$5,000 amount this year due to increased cost of college for students. Good luck to all the students!

# Business of the Month

*Congratulations to the following chamber members who were chosen for the*

***MAY BUSINESS OF THE MONTH:***

**American Cancer Society**

**Community Auto Body**

**New Holland Construction**

**West Suburban Travelers Limousine**



# SNIPPETS... ..



Remember to SHOP THE CHAMBER for all your S U M M E R a n d GRADUATION PARTY needs!!! ... .. Is business DOWN a bit? Turn UP the networking alot by attending a chamber luncheon or a Free Business After Hours... .. "Turning Carol Stream from Blue to Green" -- are you doing your part? Kay McKean/SCARCE gave us all some fabulous ideas. Tell us what you are doing. ... .. The Carol Stream Historical Society is looking for

donations o f used vases, baskets, jewelry, purses or books for a September 13th event. If you would like to donate, call Luanne in the Chamber office @ 630.665.3325.. ... ..Do you know someone who would benefit from chamber membership? Call the chamber office and we'll send them a packet or visit them. It's always nice to have friends in the chamber!... .. Need a vacation???? Check out the Chamber Cruise Kick-Off June 26th. When it's cold

here in February, you can network aboard ship in the warm and wonderful Caribbean with fellow Carol Stream Chamber members!! ... .. Do you have an extra box or bag of Chamber Directories around? Please contact our office if you do... .. Reach out to other members through an eBlast. Guidelines and information on the website - carolstreamchamber.com - click on MEMBERS ONLY and Products and Services.

# Carol Stream Chamber Upcoming Events

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**6/7-8/08 BUSINESS-COMMUNITY EXPO**

*Ferraro Town Center, Gary and Lies Road, Carol Stream - Festival Tent*  
Meet and Greet the community and enjoy yourself at the “Summer in the Center”

**Noon - 5:00pm**

**6/11/08 MONTHLY LUNCHEON**

*Holiday Inn Hotel & Suites, 150 S. Gary Avenue, Carol Stream*  
Power of Email Marketing, Steve Robinson

**11:30am-1:00pm**

**6/26/08 “CRUISE NIGHT” CRUISE KICK-OFF AFTER HOURS**

*RoccoVino’s, 904 Army Trail Road, Carol Stream*  
Free - Book your cruise w/\$100 deposit & get onboard coupon book

**5 - 7:30pm**



**7/4/08 CAROL STREAM 4th OF JULY PARADE**

*Lies Road from County Farm to Fountain View Drive*  
[www.carolstreamparade.com](http://www.carolstreamparade.com) - Come celebrate with the community!

**8:30am Lineup**

**10:00am Parade steps off**

**7/9/08 MONTHLY LUNCHEON**

*Holiday Inn Hotel & Suites, 150 S. Gary Avenue, Carol Stream*  
State Senator Carole Pankau

**11:30am-1:00pm**

**7/10/08 MULTI-CHAMBER LUAU**

*West Chicago Aquatic Center*  
Great networking event with other local chambers

**5:00pm - 7:00pm**

**7/16/08 WOMEN IN BUSINESS FAMILY OUTING**

*Kane County Cougars Game*  
Bring the family - network - enjoy a game at group rate. Reserv Reqd.

**4:30pm Gates Open**

**6:00pm Game time**

**7/17/08 BUSINESS AFTER HOURS**

*Bartel’s Auto Clinic, 190 S. Gary, Carol Stream*  
FREE Admission - Bring business cards and network

**5:30pm-7:30pm**

**7/29/08 ANNUAL CHAMBER GOLF “CLASSIC”**

*Klein Creek Golf Club, 1 N 333 Pleasant Hill Rd, Winfield*  
Sign up to be a Golfer, Sponsor, Volunteer, Donor!

**10:30am Registration**

**11:00 Buffet Lunch**

**Noon Shotgun Start**

**8/14/08 MONTHLY LUNCHEON “PITCH YOUR BUSINESS”**

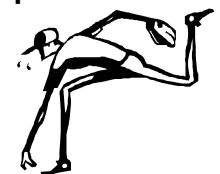
*Holiday Inn Hotel & Suites, 150 S. Gary Avenue, Carol Stream*  
Members have the chance to PITCH at the baseball-themed event!

**11:30am-1:15pm**

**8/21/08 BUSINESS AFTER HOURS**

*RE/MAX All Pro, 450 W. Army Trail, Bloomingdale (at Gary)*  
FREE Admission - Bring business cards and network

**5:30pm-7:30pm**



# Thank You! We Value Our Renewing Members

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A Computer Tech Source, Inc.	Dominick's	Outback Steakhouse
Accounting Network, Inc.	DuKane Chiropractic & Rehabilitation	Packaging Personified Inc.
Accurate Office Supply	DuPage Cellular	Pankau, John Law Office of
Adv. Custom Eng. Sys. & Equip.	DuPage County Farm Bureau	Parts Pros Inc.
Adventist GlenOaks Hospital	Dykes, Scott R. DDS	Party Central
Alicia's Gift Shop	Eaglewood Resort & Spa	Pasquinelli Homes
Allegra Print & Imaging	Echo Entertainment	Patenaude Communications Inc.
Ambit Energy	Farmer's Insurance Group	People's Resource Center
AMCORE Bank	FASTSIGNS	PODS
American Cancer Society	FIC America Corporation	Precision Plumbing Services, Inc.
American Family Ins./Jerry Brenner	Fox and Hound Pub and Grille	Preferred Fasteners, Inc.
American Precision Electronics	Foxfire Tavern & Grille	Premier Design High Fashion Jewelry
ArtLow Systems	Fresh & Silk Flowers	Premium Ingredients, LTD.
Auto Showcase of Carol Stream	Future Link of Illinois, Inc.	Prince Castle, Inc.
Autumn Ridge Apartments	Galaxy Circuits, Inc.	Rapid Rentals & Sales, Inc.
Back to Bed	George King & Associates	RE/MAX Suburban - Cheri Walker-Djajak
Barn Owl	Gerlin, Inc.	Reliant Energy
Bartel's Auto Clinic	Glendale Lakes Golf Club	Residential Electric Services
Bartel's Classic Auto Clinic II	Global Recruiters of Naperville	Results One Financial, LLC
Beltmann Group, Inc.	Happy Paws Pet Resort	Rick Gieser Productions
Berlin Industries	Harris of Carol Stream	Robert A. McNees & Associates
Bird Contracting, Inc.	Hilton Chicago/Indian Lakes Resort	RoccoVino's Ristorante & Pizzeria
Blackman & Bliss D.D.S.	Holiday Inn Hotel & Suites	Rosie O'Reilly's
Borter Heating & Air Conditioning	Hometown RV	Salerno's Rosedale Chapels
Brunswick Zone Carol Stream	Inches-A-Weigh	Saverino & Associates, Inc.
Buds & Blooms Inc.	Insite Managed Services	Selga, Inc.
Carol Ann Marketing	Insty-Prints	Shaklee / Improve Life
Carol Stream Animal Hospital	Jeffrey J. Handel, D.D.S.	Sherwin-Williams
Carol Stream Fire Protection District	Jewelry by Natalie Ann	Sign*A*Rama
CS Prof. Firefighters-Local 3192	Jimmy John's Gourmet Sandwich	SportsMed Center for Fitness
Carol Stream Ice Rink	Joe Cotton Ford	SportsMed-Wheaton Orthopaedics
Carol Stream Park District	Jubilee Furniture Co.	St. Charles Square Apartments
Carol Stream Public Library	Keller Williams Realty	State Farm/Randy Weissenhofer
Cartridge World	Law Offices of John Fiotti	Stratford Square Mall
CDM Promotions	Lou Malnati's Pizzeria	Suburban Life Publications
CH2M Hill OMI	Lover's Lane	Sunrise Chevrolet
Citizens for Pam Fenner	Manhattan Club	Superb Janitorial Service, Inc.
College of DuPage CS	Marquee Promotions, Inc.	Superstar Karate
Comcast	Massage Clinique, Inc.	The HBC Group
Comfort Keepers	McCarty Agency, Inc.	The Home Depot
Community Auto Body, Inc.	Midwest Construction & Design Inc.	The UPS Store
Computer Integrated Automation, Inc.	Minuteman Press	Total Health & Wellness Center
ConAgra Food Ingredients/SpiceTech	Moments in Time Photography	Vaughan, Thain & Spencer, Inc.
Costco Wholesale	Money Mailer of Central DuPage	West Suburban Travelers Limousine
Country Insurance & Financial Services	Mutual Bank	Western DuPage Special Rec. Assoc.
CruiseOne	National City Bank	Western Irrigation
D.J. Electric, Inc.	Novatoo Audio Visual	R.A. Wilson Appraisal Services
Daily Herald	Oak Brook Financial Solutions, Inc.	Winfield Community Bank
DeSitter Flooring, Inc.	Old Country Buffet	Wing Stop
Different Drummer Hypnosis LLC	Olympic Chiropractic	Wood Floor Masters of Illinois
Direct Mail Solutions, L.L.C.	Our Savior Lutheran Church	You're #1, Inc.

val·ue - v.  
to regard or  
esteem  
highly:  
to consider  
with respect  
to worth,  
excellence,  
usefulness, or  
importance.

by **Todd Hunt**

Networking. It's the latest buzzword in business. Networking lunches, networking seminars, networking after hours. People descend on a hotel meeting room, scarf down all the shrimp and strawberries, and leave the vegetable mini-wraps and melon balls. You exchange business cards with anyone who has a pulse, and nobody calls anybody back.

There's a better way to network, that doesn't involve food of any kind -- getting involved with your chamber of commerce. Not just going to meetings, but working on committees.

I know, you hate working in groups. Me too. Ever since junior high when we'd get assigned a couple partners to do a science project together. Nobody else did any work, so I'd bust my behind doing everything, and we all shared the A.

But volunteering for committees is a great way to raise your profile in the business community. Everyone knows that people don't buy from companies; they buy from people at

companies. People they trust. So dive into committee work with a smile, and get known as someone who can be trusted.

I met some great folks in my previous life as a marketer. One fellow owned a mailing house and chaired our association's newsletter committee. He volunteered to do the addressing and mailing (this was in the old days, before newsletters were e-mailed). They went out every month like clockwork, and we never worried about them being late.

When it came time for me to coordinate a big mailing project for a client, to whom did I turn? The companies that ran big ads in magazines with color pictures of their mailing equipment? No, I used my newsletter committee buddy because I knew him and trusted him.

That's not to say networking events aren't valuable (what would chambers do without them every month?). It's just that some people don't grasp the concept of the elevator

speech. You know -- that 15-second monologue that reveals what you do, why you're different from the competition and why anyone would want to give you their money.

I'm sorry, but "We clean carpets" or "We remodel kitchens" just don't get my motor running. Others try to be cute...such as, "I help CEOs sleep better at night." Sell mattresses, do you? Or, "I improve the client's condition." Are you a fitness trainer?

I did hear one at a chamber networking breakfast that I liked a lot. The enterprising fellow announced, "I help people find enough money when they retire to live in the style they want to."

Much catchier than "I'm a certified financial planner," don't you think?

*Free "HUNT'S HEADLINES: Tips, Tricks and Ticklers from Todd" -- the world's shortest e-Letter. Sign up at [www.ToddHuntSpeaker.com](http://www.ToddHuntSpeaker.com).*

*Todd Hunt is a Chicago-based business humorist who speaks for organizations that want to add fun to their meetings and send members home smiling, with tips to improve communication and make more money.*



*"...volunteering for committees is a great way to raise your profile in the business community."*

## Women In Business Update

It's not **always** about business. Sure, cold-calling, tele-marketing and advertising can generate an increase in business but relationships with fellow business professionals can have a similar result. How, do you ask, can I forge and strengthen these business relationships? Funny you should ask. Why not come

out for some fun at the old' ballpark - or at least join the WIB at the Kane County Cougars game with your family and friends July 16th. Call the Chamber office today and see if there are any group seats still available.

Back by popular demand, the "What Women Want" Expo to be held at the Holiday Inn

September 25th. Look for the pink application in this newsletter and see if you would like to be a part of this fantastically pink and pampering expo!

November 3rd will be the next WIB luncheon, held at the Historic Farmhouse. WIB - come out and experience it!

## Help Us Welcome our Newest Members!

### **Carol Liquor & Tobacco**

1037 Fountain View Dr., Carol Stream IL

**Jatin Patel** (630) 933-9337

### **Family Health Mart Pharmacy**

942 Army Trail Road, Carol Stream IL

**Nancy Thomas** (630) 213-0800

### **RE/MAX All Pro-Catherine Terpstra**

450 W. Army Trail Rd., Bloomingdale IL

**Catherine Terpstra** (630) 707-2280

### **Corporate Strategies & Solutions- a Sandler Training Center**

55 Shuman Blvd., Naperville IL

**Joe Izzo** (630) 778-1500

### **Wickman Properties**

1121 E. Main St., St. Charles IL

**Eric Wickman** (630) 377-1333

### **Elite Mortgage Group, Inc.**

531 E. Roosevelt Road-Ste 200, Wheaton IL

**Brook Bachman** (630) 871-7090

### **Parkway Commons Apartment Homes**

545 Gunderson Drive #105, Carol Stream IL

**Zac Sinclair** (630) 682-3500



### **A & D Total Plumbing**

5N 151 Gerber Rd., Bartlett IL

**Debbie Burris** (630) 830-8520

### **Well Done Cleaning Service, Inc.**

45 W 315 Sumac Ln., Hampshire IL

**Sophie Miskiewicz** (847) 464-0115

### **Knippen Enterprises, Inc.**

75 Springwood Court, Roselle IL

**Renate Knippen** (630) 935-7865

### **DuPage Agency LLC, The**

121 Fairfield Way, Ste 270, Bloomingdale IL

**Michael Vozar** (630) 307-8600



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Email:

info@carolstreamchamber.com

**WE'RE ON THE WEB!**

**CAROLSTREAMCHAMBER.COM**



Left: Diane Moyers/Winfield Community Bank participates in the "Dots" theme of the May WIB Progressive Luncheon. Right: Mayor Frank Saverino and Village Manager Joe Breinig speak at the May luncheon, updating all in attendance with the "State of the Village."

## Thank you, Ambassadors!

**Cindy Allston** Western DuPage Special Rec. Assn.

**Mike Burnett** CH2M Hill OMI

**Tony Calkins** New Liberty Mortgage

**Marina Collazo** Restoration Coalition

**Rich Drzewicki** Sunrise Chevrolet

**Tom Gosche** The Business Strategist

**Mary Ellen Graf** Technigrafic Solutions, Inc.

**Lea Jackman** Western DuPage Special Rec. Assn.

**Mary Kamka** Nu Skin Enterprises

**Ken Pederson** American Chartered Bank

**Joshua Sumner** Harris NA - Carol Stream

**Josh Westerfield** Edward Jones Investments