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# Chamber Monthly, December 2010

## President's Corner

At our monthly gathering in December, in preparation of starting a new business year, we will hold a Networking Lunch. This is an opportunity for you to meet other Chamber of Commerce members and find out more about their companies. Bring business cards and any other items you would like to pass out. We will be changing tables so you will have a chance to meet everyone. At the end of the meeting several door prizes donated by chamber members will be given away.

## Networking Tips

- Be Prepared: Have with you an ample supply of business cards, your name badge, any collateral material (flyers, brochures, etc), and your marketing message.
- Arrive early and then relax and focus on learning about the other people in the room.
- Be a giver and/or a connector. When you focus on giving and being helpful to others, the "getting" will come later ... and it will come in unexpected ways. People generally do business with people that they respect, trust, and like.
- Leave your troubles behind. Put on a happy face at the door and remind yourself that it is show time. This is your time to sparkle and shine. People will look forward to seeing you and

## *Let's do lunch!*

Wednesday, December 1, 2010  
Days Inn & Suites - Richfield

### Networking for Business and Fun

11:45 - Informal Networking      12:30 - Networking  
12:00 - Light lunch served      1:00 - Adjourn

**Members admitted free with a reservation.**  
**Please R.S.V.P. to 330-659-3300 by November 30.**  
Non-members bring \$11 check payable to Richfield Chamber of Commerce  
No-shows will be invoiced \$11 for their reserved lunch.  
Invite an associate. Bring your business cards to share.

meeting you if you are energetic, positive, and outgoing.

- Listen with focus. When someone is speaking with you, give that person your entire focus. Keep your eyes and ears focused and keep your self talk and thoughts focused too.
- Do Teach/Don't Sell. The immediate sale of a product is not the goal in networking. Networking is about building relationships with people.
- Follow up. After the event, send a card to each person that you had direct contact with and mention something from your discussion. If you can supply a referral, send that in the note.
- More Follow up. Marketing statistics state that it takes 7 to 12 impressions for a consumer to make a buying decision and between 5 to 12 impressions to become "top of mind."

## David E. Hunt Joins Hammer Financial Services

Hammer Financial Services is pleased

to announce the addition of David E. Hunt as a client advisor for the firm. David has four years experience in the financial services industry serving clients as a financial advisor.

Prior to becoming a financial advisor David had a successful career as an accomplished sales and marketing professional. He has experience in a broad range of industries, markets and accounts with a specialty of defining

and understanding client needs and goals then building a plan that will help achieve those goals.

Through his experience as both a business owner and business development professional, David's goal is to provide insight that is meaningful to helping clients achieve their financial, business and life goals.

He has held a number of business and sales management roles including president, director of sales and marketing, district sales manager, regional director and senior sales executive. This experience is with a diverse group of organizations ranging from Fortune 100 corporations to start-up companies.

At Miami University, David focused his studies on business and marketing and obtained a Bachelor of Science and gained experience through a variety of entrepreneurial endeavors.

David and his wife Traci live in Akron, Ohio.

## DAYS INN & SUITES

The perfect place to have your next meeting, holiday party, reunion, wedding, luncheon, or birthday party.

For reservations, please call John Renner at 330-659-6151, ext. 516.

December 1  
December 8  
December 17

Luncheon  
Board meeting  
7:00 a.m.  
11:45 a.m.  
Newsletter Deadline

Quality Inn & Suites Richfield  
Scriptype Publishing

**Mark your calendar**