



## What are you hoping to get out of your Chamber Membership?

Each answer below has a corresponding page number that includes more details and a list of opportunities that will help you get the most out of membership! Don't see what you're looking for? Contact the Chamber and we will be happy to help in any way we can!

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**Mt. Pleasant Area Chamber of Commerce**  
**113 W. Broadway, Suite 180**  
**Mt. Pleasant, MI 48858**  
**(989) 772-2396**

# How Can My Business Benefit from Chamber Membership?

Mt. Pleasant Area Chamber of Commerce



## Build Your Network

### **Business After Hours**

Business After Hours (BAH) is a great monthly networking event to which all Chamber of Commerce members and employees are invited. The evening event fosters new business relationships and referrals in an engaging, comfortable atmosphere with hors d'oeuvres and beverages. Each event is hosted by a different Chamber member throughout the year, and runs from 5–7 pm, typically with 75–150 people in attendance. A short program begins at 6 pm featuring an introduction of new members, a structured networking activity, and door prizes. Cost to attend for members, unless the BAH is a “special event” requiring pre-registration and additional fees, is \$5. Non-members, \$10. New members in their first year of membership can use their VIP Pass to receive free entry for two, or for special BAHs, \$5 off entry for two.

### *Hosting Opportunity*

Members in good standing may host a BAH provided they have the space and parking at their venue to accommodate the typical attendance numbers. Cost to host includes a sponsorship fee of \$500 and any costs associated with hosting the event, including food, beverages, tents/tables/chairs if needed, door prizes if desired, etc. Any host may work to secure additional supporting sponsors to help offset the \$500 sponsorship fee and other associated costs, if needed. Contact Rachel Rollin at [rrollin@mt-pleasant.net](mailto:rrollin@mt-pleasant.net) or (989) 772-2396 ext. 101 if you wish to host a BAH.

### **Business Over Breakfast**

Business Over Breakfast (BOB) is a bi-monthly networking event that provides updates on what's happening in the Mt. Pleasant community and the area business community, and fosters new business relationships and referrals in an engaging, comfortable atmosphere with a continental breakfast. The event is hosted by different Chamber members throughout the year, and runs from 8–9 am, typically with around 50-60 people in attendance. Cost to attend for members is \$5. Non-members, \$10. New members in their first year of membership can use their VIP Pass to receive free entry for two.

The structured program features a fun format including:

- Speedy Seconds, featuring timed news announcements from our local service clubs and organizations;
- Moving on Up, featuring news from our members about promotions, new employees, and awards;
- It's Your Chamber, featuring tips on how to maximize the benefits of your Chamber membership;
- An introduction of new members;
- Community Information;
- And sometimes a friendly competition to help wake you up!

### *Hosting Opportunity*

Members in good standing may host a BOB provided they have the space and parking at their venue to accommodate the typical attendance numbers. Cost to host includes a sponsorship fee of \$300 and any costs associated with hosting the event, including food, beverages, tents/tables/chairs if needed, door prizes if desired, etc. Any host may work to secure additional supporting sponsors to help offset the \$300 sponsorship fee and other associated costs, if needed. Contact Morgan Yuncker at [myuncker@mt-pleasant.net](mailto:myuncker@mt-pleasant.net) or (989) 772-2396 if you wish to host a BOB.

### **Business & Community Expo**

This annual trade show and networking event, typically held in early October, is designed to give local businesses and the community the chance to see the latest and greatest in the Mt. Pleasant Area marketplace. Chamber of Commerce members have the opportunity to grow their professional network,

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meet customers, introduce the Mt. Pleasant community to their products and services, and share what's new with their business.

All business types are welcome to exhibit. Booth prices and sponsorship opportunities are posted toward the end of summer each year, and entrance is FREE to community members! There is no better way to immerse yourself in the Mt. Pleasant area business community. Invite your clients, your colleagues, and your business partners. You will make important business contacts, both business-to-business and business-to-public.

### **MyChamber Phone App**

Download the MyChamber App (link at bottom of Chamber homepage, or search "MyChamberApp" in any App Store) for easy access to information on upcoming community and Chamber events, hot deals, and search for other Chamber members by name or category.

## **Promote Your Business**

### **Annual Events & Sponsorship Opportunities**

There are many sponsorship opportunities available through the Mt. Pleasant Area Chamber of Commerce. Contact Rachel Rollin ([rrollin@mt-pleasant.net](mailto:rrollin@mt-pleasant.net)) or Morgan Yuncker ([myuncker@mt-pleasant.net](mailto:myuncker@mt-pleasant.net)) for a full list of annual events (Golf Outing, Annual Awards Banquet, YPN Statewide Leadership Conference, Regional Business After Hours) & sponsorship opportunities.

### **Printed Membership Directory & Community Guide**

This full-color annual magazine serves as a comprehensive community profile and business guide to the Mt. Pleasant area. The Chamber distributes 5,000 directories to area businesses, organizations, hotels, schools, real estate agencies and Michigan Welcome Centers. Members are listed in the directory both online and in print. Chairman's Circle level Chamber members are highlighted.

This publication is printed once a year. Our current directory publisher is Harbor House Publishing. If you are interested in advertising in the 2015 directory, contact Jennifer Martin at (800) 491-1760 or [jmartin@harborhouse.com](mailto:jmartin@harborhouse.com).

### **Chamber E-Newsletter**

The Chamber E-Newsletter is emailed out bi-weekly to more than 1,000 Chamber members, organizations, and friends of the Chamber. Members can take advantage of advertising opportunities in this popular e-newsletter publication. For more information on this advertising opportunity, contact Marketing Director Barb Cataldo at [bcataldo@mt-pleasant.net](mailto:bcataldo@mt-pleasant.net) or (989) 772-2396 ext. 102.

### **Member Minutes E-Newsletter**

The Chamber's *Member Minutes* e-newsletter is an electronic announcement with information all about our members. This publication includes a **Spotlight on a Member**, **Meet our Ambassadors** (who are members volunteering to be the Eyes & Ears of the Chamber), **News & Views** on our members (supplied by our members), and **Upcoming Events** in the area. If you are interested in submitting news about your business or if you would like to be added to the list to receive a "Spotlight", contact Marketing Director Barb Cataldo at [bcataldo@mt-pleasant.net](mailto:bcataldo@mt-pleasant.net) or (989) 772-2396 ext. 102.

### **Mt. Pleasant/Isabella County Map**

Members can take advantage of different advertising opportunities in this city/county map produced by the Chamber. 10,000 copies are printed and distributed throughout the state to Michigan Welcome Centers, area hotels and businesses. They are also placed in relocation packets, which are sent to people moving or

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considering a move to the Mt. Pleasant area. These maps are printed every other year. For more information on this advertising opportunity, contact Marketing Director Barb Cataldo at [bcataldo@mt-pleasant.net](mailto:bcataldo@mt-pleasant.net) or (989) 772-2396 ext. 102.

### **Website Banner Ads**

There are a variety of banner ad sizes and options for placement on the Chamber's website. For more information on this advertising opportunity, contact Marketing Director Barb Cataldo at [bcataldo@mt-pleasant.net](mailto:bcataldo@mt-pleasant.net) or (989) 772-2396 ext. 102.

### **Ribbon Cuttings**

Chamber members are welcome to request Ribbon Cuttings for grand openings, relocations, additions/renovations, etc. The Chamber offers this service at no charge, providing the "giant scissors" and red ribbon, as well as promoting attendance to the ribbon cutting with our Chamber Ambassadors and members online and in our publications before the event, and placing a photo and information in the *Business News* after. In addition, Chamber Ambassadors present will introduce themselves prior to the Ribbon Cutting so the member knows who they can reach out to if they have any questions or concerns in regard to the Chamber.

Members who host ribbon cuttings, which are typically held on a weekday in the afternoon, usually provide refreshments, tours of the facility (if possible), and sometimes offer small giveaways, specials deals, or a door prize drawing. Get creative! Just be sure to let the Chamber know all the details well ahead of time so we can help you with promotion. Contact Event & Membership Director Rachel Rollin at [rollin@mt-pleasant.net](mailto:rollin@mt-pleasant.net) or (989) 772-2396 ext. 101 to schedule a ribbon cutting.

### **Add a FREE Item or Certificate to New Member Welcome Kits**

The Chamber provides new members with a package of FREE gifts and offers from current Chamber members that serves as a "Welcome!" from our business community. Not only does this make our new businesses feel welcome, it helps them get to know you and the services you have to offer!

Both Chairman's Circle members and Basic members receive the New Member Welcome Kit upon joining the Chamber, but Chairman's Circle members also receive items in the special Chairman's Circle Kit, not only at the start of their membership, but every year after as long as they remain a Chairman's Circle member.

If your organization would like to add a special FREE gift or offer to either Welcome Kit, please contact the Chamber Office at (989) 772-2396 with details to ensure its placement in our membership marketing materials and on the Chamber website.

### **Membership Mailing Address List**

If you wish to send out postcards introducing your business to the community or perhaps to announce that your business has relocated, a complete list of current Chamber members and their mailing addresses is available to Chamber members in good standing for \$50. The price for non-members is \$150 and requires payment in advance. The Mt. Pleasant Area Chamber of Commerce never releases lists of member e-mail addresses.

### **Increase Referrals**

The Chamber receives thousands of requests each year from residents and visitors asking where to find specific goods and services in the Mt. Pleasant area. The Chamber is often the first stop, physically or

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virtually, for those planning to vacation or relocate to our area. Those inquiring are referred to our list of members *first*.

## **Referrals Over Business**

Referrals Over Business (ROB) groups are unique and exciting groups of Chamber members that meet once a week to enjoy a cup of coffee or lunch, share business updates, and exchange referrals. During these meetings, other members will become familiar with your business and learn how they can refer you to their own circle of contacts. Imagine having a focus group working for you to find referrals for your business. That's like having a staff of 10 to 25 members that are not on your payroll, but are out on the streets getting you more exposure and connecting you to important businesses and customers!

Each Chamber business category is allowed one representative per ROB Group, so some representative positions may already be filled in current groups, but if there is interest from enough members, there is always the possibility of creating new groups. ROB meeting attendance is mandatory, and if the primary representative from your business cannot attend, the groups ask that a secondary representative attend in his or her place. Cost is \$100 annually. Contact the Chamber office at (989) 772-2396 if you would like to attend a ROB meeting, and to see if there is an opening for your business category.

### *Current ROB Groups*

Thursdays – 7:30-9:00 a.m. at Coldwell Banker/Mt. Pleasant Realty, 304 E. Broadway, downtown MP

Fridays – 7:30 – 8:30 a.m. at Nbakade Family Restaurant, Soaring Eagle Waterpark & Hotel, Mt. Pleasant

**Note: Friday group is not yet meeting, but is seeking interested businesses to start this new group.**

## **Gain Online Exposure**

### **Online Business Directory Listing**

The Chamber's online business directory, which can be found on the Chamber's website at [www.mt-pleasant.net](http://www.mt-pleasant.net) allows individuals to search for member businesses by category, keyword, or alphabetically. Members with the Basic membership package receive a business listing under one category as part of their membership benefits. Members with the Chairman's Circle (enhanced) membership package receive a business listing under three categories, and priority placement (top of page) in business directory search results. Extra business category listings can be purchased for an additional \$35 each.

### **Online Business Profile**

Chamber members have the opportunity to market their business to consumers by enhancing their online presence with an online business profile on the Chamber website, another benefit of membership.

Members with the Basic membership package can post the following on their profile page: business location and contact information, link to business website, links to business Facebook and LinkedIn pages, a business description (200 characters), hours of operation, driving directions and keyword search terms.

Members with the Chairman's Circle (enhanced) membership package can post all of the above, and in addition, receive the following enhanced website marketing package with options to add the following: a company logo, an enhanced 1,500 character business description, a map link (Google, MapQuest or upload a PDF map), a photo gallery (up to 8 photos), a YouTube video, a bullet point listing (up to 5 bullet points), additional keyword search terms, and a 200 character description made visible under your business listing on the business directory search results page.

With the easy-to-use database, members have access to their own information, allowing them the convenience of updating it themselves as often as needed. Members are encouraged to keep their location

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and contact information up to date, as well as the total number of their full and part time employees. Creating and maintaining a complete profile will result in better visibility for fellow members and customers!

## **Visibility on Search Engines**

If your business does not have much of an online presence yet, your business listing and profile on the Chamber website will help to increase your business's visibility on search engines.

## **Post job openings, member-to-member deals, hot deals and events**

In addition to housing your online business profile, your online Chamber Account allows you to post job openings, hot deals, and member-to-member hot deals on the Chamber website, as well as upcoming events on the Chamber event calendar. In addition, your online Chamber Account allows you to pay invoices online. To login, go to the Member Login link on the Chamber's website

([www.mt-pleasant.net](http://www.mt-pleasant.net)). If you do not know your username, call the Chamber at (989) 772-2396. Forgotten or lost usernames and passwords can be retrieved using the "Forgot your username/password?" link on the login page.

## **Enhance Leadership Skills**

### **Young Professionals Network**

The Mt. Pleasant Area Young Professionals Network is a group of young professionals ages 20 to 40 that meets several times a year to network, volunteer, develop leadership skills, grow professionally through educational seminars, panels and events, and of course, have fun! The Young Professionals Network provides tools that can be utilized in a real world setting. Whether you're just starting out in your career or are fairly established, you can benefit by joining the Mt. Pleasant Young Professionals Network.

There is a small membership fee of \$40 for the year and a \$5 cost per event for the remainder of the year. For non-members, the cost is \$15 per event. Employers are encouraged to support their young professionals through learning about the program and assisting with program fees if possible.

The Young Professionals Network meets monthly to learn about hot topics affecting young professionals today. Starting in January of 2014 the group will have general membership lunches on the fourth Friday of every other month at the Italian Oven (located in the Stadium Mall on S. Mission). [Note: Lunch will not be provided by the Chamber of Commerce.] Starting in February of 2014, the group will continue to gain knowledge and networking tools by hosting events every other month.

Contact Morgan Yuncker at [myuncker@mt-pleasant.net](mailto:myuncker@mt-pleasant.net), or call the Chamber at (989) 772-2396 for more information on or to join the Mt. Pleasant Young Professionals Network. You may also contact Morgan with questions, or to share ideas on a topic for a program.

### **Rollie Denison Leadership Institute**

The Rollie Denison Leadership Institute (RDLI) is an intensive educational program to prepare individuals to be the leaders of the future in the greater Mt. Pleasant area. It is sponsored by the Mt. Pleasant Area Chamber of Commerce and named after G.R. "Rollie" Denison, who was known as "Mr. Mt. Pleasant."

Leadership Institute participants learn about the many facets of the Mt. Pleasant community including: Leadership Styles and Practices, Leadership Philosophies, Technology, Economic Development, Healthcare, Education, Criminal Justice System, Local Government, Business Ethics, Business Law, Cultural Diversity, Listening Skills, Public Speaking, and Media Relations. The speakers for each topic area are experts in their fields and give the "perspective from the top."

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In many communities, the key civic, business, and government leaders consider themselves too busy to make presentations like these, so they send a subordinate staff member to represent the agency or organization. In Mt. Pleasant, we have dedicated leaders that recognize the importance of the Leadership Institute. They make themselves available to make the formal presentations. As a result, over the nine-month program, RDLI participants develop an incredible network of high-level contacts on which they can call for the remainder of their careers in the Mt. Pleasant community.

*Gain a Graduate Network:* A second important network is the Leadership Class itself. Through the intense, interactive programs, participants get to know each other and often become life-long friends, maintaining the friendships and contacts long after graduation. The RDLI programs are conducted every other year beginning in September of even-numbered years, and ending in May of the following year. Class size is limited to 24 individuals. During this period, the group meets for one full day per month for nine months.

### RDLI Capstone Program

The RDLI Capstone Program is the culmination of demand from past graduates, and the dedication of community leaders from the Chamber, the Vision 20/20 Leadership Committee and the Leadership Advisory Board.

The RDLI Capstone Program is a 6-month class that meets one day a month to provide a much deeper assessment and building of one's leadership skills and abilities. The class begins with a peer assessment of an individual's existing leadership qualities and abilities. The feedback from this assessment is generated into a comprehensive report that class members use throughout their experiences and activities in the class to enhance the good and strengthen the areas that need work.

Much like the current RDLI curriculum, the Capstone Program utilizes experiential learning activities and techniques to deliver the elevated leadership content. In addition to activities and discussions with current and past community leaders, class members are also required to keep a journal of their experiences and revelations. A class project is also a required component of the class.

We all have the potential for remarkable achievement, and the RDLI Capstone Program will help us get there. The Chamber invites you to join us in this extraordinary leadership experience and become a part of this learning community.

For more information on the RDLI and class pricing, please contact Program Coordinator/Facilitator, Scott Gillespie, at [RDLI@mt-pleasant.net](mailto:RDLI@mt-pleasant.net) or (989) 444-1695.

### **Committee Opportunities**

The Chamber has several committee service opportunities available from year to year. Use your talents to help make an event even more special, and connect with other local professionals at the same time! There's always room for extra help on our Golf Outing committee, Young Professionals Network Statewide Conference committee, and Business & Community Expo committee. Contact the Chamber office at [chamber@mt-pleasant.net](mailto:chamber@mt-pleasant.net) or (989) 772-2396 if you are interested in joining a committee.

## **Expand Business Knowledge**

### **Sm/Lg Business Seminars**

The Chamber plans quarterly business education seminars with topics pertinent to both large and small businesses. Past topics have included Five Things Every Small Business Should Know About IT, Managing the Millennials, and Health Care Reform: What Your Business Needs to Know. Watch your email for information about upcoming seminars in e-newsletters and e-blasts.



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## Economic Outlook Luncheon

This annual luncheon serves as an informational and interactive presentation on the current state of our economy, and the new laws and policies that will affect our local economy in the near future. The luncheon is a great way to get your questions answered by economic experts in a smaller, more comfortable setting, with potential for one-on-one interaction with experts on the economy.

## Legislative Breakfasts

During these bi-annual breakfasts, state legislative panelists give presentations with the latest updates from Lansing, new policy initiatives and the most recent actions of the Governor of Michigan. Presentations are followed by a Q&A period that allows attendees to ask individual legislators and local officials more specific questions. The program includes a full plated breakfast, and is a great opportunity to network with our legislators and other Chamber members.

## Group Insurance Programs

### Blue Cross Blue Shield of Michigan Group Program

Blue Cross Blue Shield of Michigan (BCBSM) partners with the Mt. Pleasant Area Chamber of Commerce to provide a group program to our members, including a broad range of health insurance plans. BCBSM promotes preventative care and wellness by offering wellness rewards plans and a savings program featuring special discounts on healthy products and services, which place an emphasis on keeping Michigan employees healthy. BCBSM's health plans also give your employees access to nearly every hospital in Michigan and more than 90 percent of its doctors and pharmacies. Other benefits include servicing close to home, easy online resources, and worldwide acceptance through the BlueCard Worldwide® Program

Purchasing your business's health insurance through this group program helps your Chamber! The residuals from this program are invested back into your Chamber to assist with events, websites, programs, and more. Contact one of the following participating agencies to get started!

<b>Advanced Benefit Design Group</b> 304 E. Broadway, Suite 200 Mt. Pleasant, MI 48858 (989) 773-6227 <i>Thomas Rudert</i>	<b>JG &amp; Associates (Northwestern Mutual)</b> 114 E. Broadway Mt. Pleasant, MI 48858 (989) 773-6433 <a href="http://www.nmfn.com/jamesgoodrich">www.nmfn.com/jamesgoodrich</a> <i>Jim Goodrich</i>
<b>Benefit Consulting Group</b> 115 ½ S. University Mt. Pleasant, MI 48858 (989) 772-4969 <a href="http://www.benefitconsulting.com">www.benefitconsulting.com</a> <i>Douglas Janes</i>	<b>General Agency Insurance Company</b> 525 E. Broadway Mt. Pleasant, MI 48858 (989) 773-6985 x254 <a href="http://www.ga-ins.com">www.ga-ins.com</a> <i>Carolyn Miller</i>
<b>Crapo Agency of Mt. Pleasant</b> 206 N. Franklin St. Mt. Pleasant, MI 48858 (989) 773-7353 <a href="http://www.crapoagency.com">www.crapoagency.com</a> <i>Michael Crapo</i>	<b>Mt. Pleasant Agency, Inc. – Central Insurance</b> 119 S. Franklin St. Mt. Pleasant, MI 48858 (989) 772-2977 <a href="http://www.mtpleasantagency.com">www.mtpleasantagency.com</a> <i>Kurt Feight</i>



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<b>Total Investment Planners</b> 118 W. Michigan St. Mt. Pleasant, MI 48858 (989) 772-5253 <a href="http://www.lpl.com/zitz">www.lpl.com/zitz</a> Terrie Zitzelsberger	
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## **Health Flexible Spending Accounts (FSAs)**

A flexible spending account (FSA) is one of a number of tax-advantaged financial accounts that can be set up through a cafeteria plan of an employer. A health FSA allows an employee to set aside a portion of earnings to pay for qualified expenses as established in the cafeteria plan, most commonly for medical expenses, but often for dependent care or other expenses. Money deducted from an employee's pay into a health FSA is not subject to payroll taxes, but funds not used by the end of the plan year are lost to the employee, known as the "use it or lose it" rule.

**Benefit Consulting Group** offers a standard FSA administration package for \$4 per month per participant (an additional \$2 for those participants who wish to have a debit card). That's a 20% discount, exclusive to Chamber members. For more information, contact Benefit Consulting Group at (989) 772-4969.

## **Accident Fund Workers' Compensation Insurance Group Program**

According to the State of Michigan website, if you regularly employ three or more part-time employees at one time, or employ one or more persons for at least 35-hours per week for at least 13-weeks during the preceding 52-weeks, you are required to have Workers' Compensation Insurance. If purchasing something is mandatory for your business, why not save money to get it?

The Mt Pleasant Area Chamber of Commerce and Accident Fund Insurance Company of America are proud to offer a Workers' Compensation Group Program exclusively to Chamber members. Designed specifically to aid the small- to mid-sized business owner, all Chamber members in good standing are eligible for this program, subject to underwriting guidelines.

**Chamber members receive 5% up-front savings on their premiums through this group program. That 5% savings alone often covers the entire cost of a business's Chamber membership dues!** Plus, when the group performs well, participating Chamber members are eligible for dividends, rewarding you for your safety management. There is no minimum premium to qualify, and Accident Fund also offers a variety of loss prevention tools, to further support your commitment to creating a safe working environment.

## **Accident Fund Insurance Company of America**

Accident Fund Insurance Company of America is a member of Accident Fund Holdings, Inc. All policies are underwritten by a licensed insurer subsidiary of Accident Fund Holdings. Licensing per state varies by subsidiary. Accident Fund offers workers' compensation insurance, including group dividend programs, through Chambers of Commerce and independent insurance agents. **To join** the Accident Fund groups program through our Chamber, contact one of the Accident Fund Insurance Company of America participating agents below. *Note: You must be a member in good standing to participate in this program.*

### **General Agency Insurance Company**

525 E. Broadway  
Mt. Pleasant, MI 48858  
(989) 773-6981  
[www.ga-ins.com](http://www.ga-ins.com)

### **Crapo Agency of Mt. Pleasant**

206 N. Franklin Street  
Mt. Pleasant, MI 48858  
(989) 773-7353