

VISIBLE & VOCAL

2014 - ISSUE 7

The Saratoga County Chamber of Commerce

WE BELIEVE ... IN OPENING DOORS AND CLOSING DEALS



SEMINAR FOR SALES PROFESSIONALS NOVEMBER 12

The Saratoga County Chamber of Commerce is launching a new annual event geared towards sales professionals and those who drive your economic engine. Most products and services that our members manufacture, distribute or offer would not find their way to the hands of a purchaser, buyer or customer without an effective sales team. The Chamber plans to offer a special workshop for those who sell by opening doors and closing deals at least once a year starting on November 12th. We are launching this new sales focused event in the month of November in the

anticipation that it may help you to close in on year end numbers and set achievable and sales goals for the upcoming year.

During an industry development training, Keith Van Veghten, your Director of Events, met David Aaker. Aaker is an internationally recognized Motivational Keynote Speaker, Trainer and Author on Sales, Customer Service, Marketing and Communication. On Wednesday, November 12, the Saratoga County Chamber of Commerce will feature Mr. Aaker in two, two-hour "Turning Service into Sales" seminars at the Holiday Inn, 232 Broadway, Saratoga Springs. Sessions

will run from 9 to 11 a.m. and 1 to 3 p.m. Mr. Aaker was recently named "Among America's Best Speakers" by Sky Radio on American Airlines, and was featured on 42,000 flights worldwide in May of 2009. He is also a published author in 2 books. "Success Simplified", a new anthology of 24 nationally selected speakers and "50 Unforgettable Speakers", both published by Insight Publishing. His fun, interactive and very informative sessions help sales professionals at any level develop, advance and polish their communication, customer service, sales and leadership skills.

"When I participated in Mr. Aaker's seminar in June of 2014, I immediately thought that he would be a perfect fit to feature as an international speaker for our members", said VanVeghten. "His ability to connect with those in attendance and get them to participate made me realize that what he is teaching is something that can be implemented as soon as you step back into your office. If you are looking to polish your sales and services skills, regardless of your industry, I strongly recommend you join Mr. Aaker on November 12th. I look forward to hearing him speak again to pick up on anything that I may have missed the first time. He is THAT good!"

www.saratoga.org

LEADERSHIP SARATOGA CLASS OF 2015 ANNOUNCED



Leadership Saratoga, a program of the Saratoga County Chamber of Commerce, announces its twenty-eighth class of participants. The group held its opening retreat on September 28th and 29th at Minnowbrook Conference Center in Blue Mountain

Lake, NY. The Leadership Saratoga program selects up to 24 people each year to participate in an intensive nine month training program designed to teach them skills for stronger leadership, group dynamics, and issues facing Saratoga County and area nonprofits. After completion of the program participants are expected to volunteer as leaders in their communities within Saratoga County.



Members of the Class of 2015 are: **Joe Anderson** (Northwestern Mutual), **Karen Charbonneau** (Realty USA), **Andrew Collar** (National Grid), **Julie Cuneo**, **Pam Darcangelo** (Gilead Sciences), **Dave Dittmer** (Bechtel Marine Propulsion Corp.), **Collin Donohue** (KAPL), **Jen Ferriss** (Southern Adirondack Library System), **Leah Ferrone** (Saratoga Center for the Family), **Raj Ghoshal** (Polysset Company), **Jim Ireland** (Ballston Spa National Bank), **Kate Jarosh** (Bonacio Construction), **Jess Kerley** (GLOBALFOUNDRIES), **Brian Martin** (The Initiatives Group), **Ed Martin** (Lavelle & Finn LLP), **Christine Mastrianni**, **Jim Norton** (Stewart's Shops Corp.), **Greg Phillips** (First National Bank of Scotia), **Ryan Riper** (Town of Wilton), **Joe Santiago** (Clifton Park and Halfmoon EMS), **Lorrie Shilling** (The Wesley Community), **Paul von Schenk** (Adirondack Trust Insurance) and **Dianne Winter** (Caffe Lena).

In addition to the various sessions they will attend, participants will also work on group projects to benefit four area nonprofits; **AIM Services**, **The Brookside Museum**, **The Franklin Community Center** and the **Saratoga Rowing Association**. The Leadership Saratoga program has been in existence since 1985 and has an Alumni Association of more than 500 graduates. Those that are interested in learning more about the program can visit www.LeadershipSaratoga.org or can contact Program Director Kathleen Fyfe. Applications for the next class will be available in April 2015.

MEMBER BENEFIT CORNER - ENERGY PROGRAM



The Energy AllianceSM is a member benefit program sponsored by your Chamber of Commerce and more than 20 others throughout New York State. Participating in the Energy Alliance allows you to benefit from the purchasing power of a large group and to cut your electricity and natural gas costs.

If you are a member who is not currently enrolled in this program, we encourage you to consider it. This program has the potential to save you money and is really very simple with absolutely no gimmicks. Even if you are already with an energy supplier, why not use the Chamber program to find out if you're really getting a good price?

Savings for participants can range from modest to sometimes thousands of dollars depending on your account type and usage. It costs absolutely nothing to receive a quote except a few minutes of your time to fill out an authorization form and forward that, along with a copy of your latest utility bill to the Chamber. We will then work with our partner, EnergyNext, Inc. to analyze your bill and provide you with an estimate of possible savings. For more information contact Denise Romeo by calling the Chamber at 584-3255 or via email at dromeo@saratoga.org.



MARK YOUR CALENDARS FOR HEALTH INSURANCE OPEN ENROLLMENT!

SMALL BUSINESSES: NOVEMBER 3 – NOVEMBER 28 FOR JANUARY 1, 2015 COVERAGE

SOLE PROPRIETORS: NOVEMBER 15 – DECEMBER 10 FOR JANUARY 1, 2015 COVERAGE

For 2015, the Chamber will be accessing plans through our in-house Broker, Susan Rowland, to offer more choices and a more convenient monthly billing cycle. Plan information and rates will be available by the end of October. Current participants in the health insurance program will be required to complete and submit new enrollment paperwork. This process will be communicated by mail or email once the 2015 plans and rates are confirmed. Susan may be contacted with any questions at 584-3255, Ext. 211, or by email at srowland@saratoga.org.

NEW MEMBERS - THANK YOU FOR YOUR INVESTMENT, August 6 - September 30, 2014

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NEW MEMBERS - THANK YOU FOR YOUR INVESTMENT, August 6 - September 30, 2014

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tim@victoryfundingonline.com
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860-6517
PredilettoFrank@gmail.com
www.PredilettoElectric.com
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U P C O M I N G E V E N T S I N O C T O B E R

14

WOMENS BUSINESS GROUP
Tuesday
9:00 - 10:00 am
Wheatfield's Restaurant
440 Broadway
Saratoga Springs

An Hour to Empower!
Siobhan A'Hearn
No Charge

Are you trying to be healthier? Are you wondering where to start? Do you have a plan? We will spend an hour together to share and discuss what our health and food habits are, what we can change, and how we can make those changes. We can empower each other to start making those changes with a little inspiration and a plan!

An energizing smoothie will be provided.

Thank you to Key 4 Women for sponsoring the 2014 Women's Business Group

Key4Women®

KeyBank 
 Unlock your possibilities®

15

NONPROFIT EXECUTIVE DIRECTORS SEMINAR
Wednesday
8:00 - 10:00 am
Empire State College
113 West Avenue
Saratoga Springs

No Charge

An overview of best practices for individuals who oversee and are responsible for moneys earmarked for other people, causes, etc. Unique to nonprofits, these responsibilities can extend from corporate benefits into the foundational assets of your organization. We will discuss how to set goals, create plans to achieve them, and monitor their success to safe guard both the organizations and the individuals responsible for making those decisions.


Steadfast
Risk Advisors, LLC.

15

HR SEMINAR
Wednesday
8:00 - 10:00 am
Chamber Offices
28 Clinton Street
Saratoga Springs

No Charge

The October HR Seminar will feature attorneys from Hodgson & Russ. In the human resources field, often there are areas that can be confusing. Michael Flanagan will discuss "The Affordable Care Act: Pay or Play" and Noreen Grimmick will cover information about "Independent Contractors or Not? Guidelines for Worker Classification.

Thank you to Hodgson and Russ for sponsoring this event.


Hodgson Russ
ATTORNEYS **LLP**

16

THIRD THURSDAY BREAKFAST
Thursday
7:30 - 9:00 am
Bow Tie Cinemas
19 Railroad Place
Saratoga Springs

\$20 before registration deadline
\$25 after deadline
Deadline is October 15th

As a follow-up to the September Third Thursday Breakfast, the Saratoga County Chamber will feature five more start-up tech companies in and around Saratoga County. The morning will start off with continental breakfast in the lobby, from 7:30 to 8 a.m., and will be followed by the presentations in the theater. Each business will have five minutes to present their business and will be available for questions at the end.

23

ORIENTATION AND MEMBER MIXER
Thursday
4:00 - 5:00 pm Orientation
5:00 - 6:30 pm Mixer
Vapor Nightclub
342 Jefferson Street
Saratoga Springs

\$5 before registration deadline
\$10 after deadline
Deadline is October 22nd.

You are invited to join other members and the Saratoga County Chamber of Commerce for an evening of networking at Vapor Night Club. Before the Mixer, there will be an Orientation, led by President Todd Shimkus, for new and existing members to learn all the benefits that are associated with your Chamber membership investment. Immediately following, there will be a networking mixer for you to meet new, and reconnect with existing, members over food and a drink.

U P C O M I N G E V E N T S I N N O V E M B E R

4

WOMENS BUSINESS GROUP
Tuesday
9:00 - 10:00 am
Chamber Offices
28 Clinton Street
Saratoga Springs

Please see the website for the topic of discussion.

Thank you to Key 4 Women for sponsoring the 2014 Women's Business Group

Key4Women®

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To make a reservation, please contact the Saratoga County Chamber offices, 584-3255 or register online, www.saratoga.org.

U P C O M I N G E V E N T S I N N O V E M B E R

7

YOUNG PROFESSIONALS NETWORK

Tuesday
5:00 - 7:00 pm
Location TBD

Cost: \$10

The Saratoga Young Professionals Network meets on the first Tuesday of each month. Events range from panel discussions, community leader discussions, mixers and an annual summer event at the Saratoga Race Course. Although the group is made up of mostly professionals aged 40 and under, this group is open to professionals of all ages looking to network with this demographic. For the most up-to-date information, please visit www.saratoga.org.

12

SPECIAL SALES WORKSHOP

Wednesday
9:00 - 11:00 am OR
1:00 - 3:00 pm
Holiday Inn
232 Broadway
Saratoga Springs

Cost: \$25

David Aaker
Turning Service into Sales

David is an internationally recognized Motivational Keynote Speaker, Trainer and Author of Customer Service, Leadership and Communication. Please see the front page of this newsletter for more information about him. Topics that he will cover include, but are not limited to: Communication tools, we all have them, let's take advantage of them; Internal Customer= Those who we work with; External Customer= Those we work for; Ethics is part of our Customer Service, every hour; Building Customers for Life and What is your business "Famous For"?

20

THIRD THURSDAY BREAKFAST

Thursday
7:30 - 9:00 am
Saratoga National Golf Club
458 Union Avenue
Saratoga Springs

\$20 before registration
deadline
\$25 after deadline
Deadline is November 19th

The Saratoga County Chamber of Commerce will feature a panel of four military members who work diligently to provide services and opportunities to the military personnel. The panel will consist of: Chris Homicz, former Marine and chair of the Veterans Business Council; Ray Gagnon, former Marine and chair of UMAC; Commander Jay Edwards, Commanding Officer of KAPL and Colonel Clouthier, Commander of the 109th Airlift Wing. They will discuss their current duties, what each committee and branch of the military handles and how you can help support our military members.



Thank you to Adirondack Trust for sponsoring this event.

20

MEMBER MIXER

Thursday
5:00 - 7:00 pm
King's Tavern
241 Union Avenue
Saratoga Springs

\$5 before registration
deadline
\$10 after deadline
Deadline is November 19th

The Saratoga County Chamber will host a member mixer at the newly opened King's Tavern. Join your fellow members for an evening of networking, drink specials and hors d'oeuvres and build valuable relationships as we move forward toward 2015. This event will prove to be very popular and space is limited, so be sure to register early!

Avoiding a PR and Financial Nightmare – Employee Class Action Lawsuits Bond Labor and Employment Law Breakfast Briefing

November 4, 2014 • Saratoga Springs

November 5, 2014 • Albany

The breakfast briefing will:

- Review common violations, such as off-the-clock work, regular rate inclusion, automatic meal period deductions, and misclassification of independent contractors
- Offer practical approaches to identify and resolve troublesome issues prior to litigation
- Provide strategies to increase the likelihood that an employer can defeat class certification

8 - 8:30 a.m.: Registration & Continental Breakfast
8:30 - 10 a.m. Program

Registration Fees (per person)
Bond Clients: \$40; Other Invitees: \$50



Visit www.bsk.com for additional information and to register.

Commitment • Service • Value • Our Bond

To make a reservation, please contact the Saratoga County Chamber offices, 584-3255 or register online, www.saratoga.org.

ANNIVERSARIES -THANK YOU FOR YOUR CONTINUED MEMBERSHIP AND SUPPORT

OVER FIFTY YEARS

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Panza's Restaurant
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Skidmore College
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OVER FORTY FIVE YEARS

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MYRMAR, Inc.

OVER THIRTY FIVE YEARS

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Guyson Corp. of USA
Saratoga Eagle Sales & Service, Inc.
Tunison Funeral Home

OVER THIRTY YEARS

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The Inn at Saratoga
Lyrical Ballad Bookstore
Robin Hood Motel
Saratoga County Republican Committee
Saratoga Hearing Center
Saratoga Historic Properties
Saratoga Springs History Museum
Saratoga Taxi
Spa Cleaners & Laundromat
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Wilton Travel Plaza / Scotty's Restaurant

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The Masie Center, Inc.
John McPherson
Miranda Realty
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Saratoga Apple, Inc.
Saratoga Family Practice, P.C.
Saratoga Hair Transplant Center
Saratoga Source
Schrade House
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Valerie H. Thompson, Associate Broker
Winslow's Restaurant

OVER TEN YEARS

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Casella Waste Systems (Fort Edward Hauling)
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Cong. Shaara Tfiller/Jewish Community Center
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Nigro Companies
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Northway Animal Emergency Clinic
Nove
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The Saratoga Savoy - Center of Dance
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TenEyck Septic Service, Inc.
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OVER FIVE YEARS

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North Country ENT, PC
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Shelters of Saratoga
Siena Fence Co., Inc.
SMRT Architects and Engineers PC
Soul Session Edu-tainment, Inc.
State Farm Insurance, Dione Ramsdill
W.M. Schultz Construction, Inc.

OVER ONE YEAR

23rd And Fourth
AccuStaff
ADP - Automatic Data Processing
Aeon Nexus Corporation
Aggie Mullaney
Alexis Aida Boutique LLC
American Express OPEN Small Business Credit
Cards
American Natural Gas
AND: Architecture & Design
Angelo's Prime Bar & Grill
Annese & Associates, Inc.
Anvil Fence & Supply
The Bonadio Group
Bow Tie Cinemas Criterion II
Business Environments by Ras
Capital District Child Care Council
Chamber Lane Motel
Cole's Collision Centers
The College Advisor of New York
Common Thread Saratoga
Custom Courier Solutions, Inc.
D.A. Grannis Group, Inc.
DeLorenzo & Associates
DeLuca Plastic Surgery
Dennis Walpole Agency, Inc.
Design 'N Colors
Disbrow's Auto Repair, LLC
Druthers Brewing Co
East Hudson Oral Surgery
Employee Benefits Center, LLC
Fairfield Inn & Suites by Marriott
Foley Services
Foothills Tree Service
Hamel Resources, LLC
Happy Hound Pet Sitting Service
Hilton Garden Inn Clifton Park
In It II Win It Productions
J&R Folino, LLC Private Investigation Services
Jenks Family Insurance Agency, LLC



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ANNIVERSARIES - THANK YOU FOR YOUR CONTINUED MEMBERSHIP AND SUPPORT

Just Cats Veterinary Clinic
Kariann Wolf Morris, LLC
Kettlewell & Edwards Fine Art and Framing
Lance Plumbing
Lant's Auto Sales, Inc.
Marshall & Sterling Upstate
Moby Rick's Seafood Inc.
North Country Flowers
Oak Brook Commons, LLC
Paper Dolls of Saratoga

Plum & Crimson Fine Interior Design
PSAV® Presentation Services
Rami Residential/Commercial Services
Realty USA/Connie Natale
Repeat Business Systems
RoamPlate
Saratoga Hybrid Cab
The Saratoga Winery & Tasting Room
SaratogaArtsFest, Inc.
Sweet Mimi's Cafe & Bakery

Tone Creative
Triangle Diner
Truven Health Analytics
Turning Point Chiropractic, PLLC
Whiteman Chevrolet Inc.

**Members that have renewed their investment between August 6 and September 30, 2014*

FUTURE EVENTS HEADS UP

December 2, Tuesday
Saratoga Young Professionals
5:00 - 7:00 pm

December 9, Tuesday
Womens Business Network
5:00 - 7:00 pm

December 18, Thursday
Holiday Mixer
5:00 - 7:00 pm

December 25 - 26,
Thursday and Friday
Chamber Offices Closed
Christmas



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