

## Chamber Focus/Leads Group

Goals:

1. Educate – each business will have the opportunity to educate each member about their business
2. Network – each business will have the opportunity to build trust and business relationships that could result in leads thus building a stronger Idaho Falls and stronger businesses
3. Advocate – each business will advocate for the Chamber and promote Chamber values to build a stronger Idaho Falls small business community.

The CFLG met at the Dixie Dinner who were present are:

1. CAPT Steven Lucks – Until The Whole World Hears LLC – *offering exceptionally effective nutritional products, and a simple and profitable business opportunity.*
2. Mike Beckstead – Parkwood Meadows
3. Holly Romrell – Idaho Falls Chamber Membership Dir.
4. Kent Lance – Allstate
5. Laura Ballard – Candlewood Suites
6. Mike Richards – BBSI
7. Tony – XOCQI – Healthy Chocolates

Keep in mind **this is your meeting** to help your business. To be keeping within the time allotted for the spotlights **we will conduct all business in the first 5 minutes**. We block out 30 min and a 5-10 min time slot so that we can get to know your company better. The **30 min Company Spotlight** slot is not mandatory, but, what better way to get information that meets the stated goals of the chamber out to members. The **5-10 min Educational Spotlight** slot can be about your company or even about a book/article that relates to making business better. After the first 5 minutes are over the **educational** spotlight speaker will go **first** before the **main speaker**, this will give time for both speakers and time afterwards to ask questions. This is free advertisement for you organization you can use it or choose not to. Also please silence your cell phones.

**A round the table:**

Laura Ballard of Candlewood Suites reported that the **Harvest Fest** and the **Scarecrow fund raiser** raised over \$1,000 that will go to the children in need. Laura also noted that they are working with business to help fill the Candlewood Suites.

CAPT Steven Lucks noted that businesses need to look at their staffing and factor in the returning Vets –“**Hire One Vet**”, they will outperform those who are not. CAPT Lucks also requested that every business that is associated with the Chamber sign up with Winnie to be a sponsor (see attached form). The Captain also noted that Idaho Falls museum will have for 8 weeks, “**A Grateful Nation: A Look Back at WWII**” starting September 29<sup>th</sup>.

Kent Lance of Allstate gave a teaser as to what will be talked about at the Chamber Luncheon. Kent said that Life Insurance and even simple wills are a must for everyone.

Mike Beckstead of Parkwood Meadows noted that they have been very busy with new arrivals. Mike noted that Medicaid payments have again stopped. This action puts a lot of pressure on families already tight financially. Mike also voiced that need to sponsor for the recognition party on Oct 18<sup>th</sup> located at the ball park.

Mike Richards of BBSI noted they are doing more to help screen candidates for companies looking to higher. This is a great offer that saves a lot of time and manpower from the company. Come and see more about the services BBSI can offer next Tuesday at BBSI.

Holly Romnel of the Chamber noted that she brought a guest from CSC Global; they are looking into staffing for Arriva – the French nuclear industry which still has plans of building here in IF.

**Our educational speaker today was:** Tony of XOCQI gave a short history of healthy chocolate and how the company that Tony is working with, has tried to recreate the original chocolate but that taste better.

**Our main speaker today was:** Sean J. Coletti of Hopkins Roden Law Office. Sean presented an excellent review of “Why do I need a Lawyer for my business?” Some of the point that he brought out were: 1. “To tell me what I already know,” a lawyer can provide a reality check to help you solidify your gut instincts with a studied understanding of the law. 2. “To tell me what I do not know.” One size does not necessarily fit all in business. A lawyer can tailor an answer to your specific business and your personal circumstances. 3. “To tell me when to worry and when not to.” Lawyers can help you understand whether or not you should worry about certain “lawyer talk.” 4. “To help me do the job right the first time.” One job of a lawyer is to help people minimize future problems (this is Key). 5. “To help me fix what I do wrong the first time.” A job of a layer is to help minimize future problems...then, you can do your job right the second time!” And last by not least, “To help Me.” Lawyers are experts in certain areas of the law. It is a helping profession. Let them help you with your business.

Sean also commented on why one should choose Hopkins Roden to be the Lawyers for your Business. He noted that their firm is **committed to excellence and success**. Hopkins has been in business for over 40 years; they have successes before the Idaho and federal appellate courts. Hopkins Roden also **provides one stop shopping**; they have lawyers experienced in all aspects of business law. They run the gamut from contracts, admin law, planning and zoning, taxation, litigation, appeals, mediation, bankruptcy, employment law, workers’ compensation, social security disability, to criminal defense, estate planning, divorce and custody issues, property issues, immigration, and personal injury work. Hopkins Roden is **committed to professionalism**. They are recognized as some of the top lawyers in Idaho.

Hi, summer has ending – Fall is here; we need to continue to update the spotlighting schedule so companies can sign up to educate each one of us about them. Please open it up and put the information into your PDA so that you don’t miss the speakers that are scheduled for your benefit.

**Next meeting will be at the *BBSI* at 0800 hrs.** sharp. The topic will be resource management and other HR topics by Mike Richards as the main speaker and Team update to cover the rest of the time.