
Vision

**Andover-Bolton-Columbia-Coventry-Ellington-Hebron
Mansfield-Somers-Stafford-Tolland-Union-Vernon-Willington**

Spring Issue 2010

Business Showcase - April 20th

Scholarships Available - Deadline May 7th

Member Appreciation Week - May 17th - 26th

18th Annual Golf Tournament - June 10th -

Take advantage of the "early bird special"

The Tolland County Chamber of Commerce in conjunction with the East Hartford Chamber of Commerce will hold its' Business Showcase on Tuesday, April 20th at Maneeley's Banquet Facility, 65 Rye Street, South Windsor from 4:00 p.m. – 7:00 p.m. You will not want to miss this exceptional opportunity to network with over 60 local businesses who will be displaying their goods & services. For tips on networking, see page 2 for **WWN.Tips - World Wide Networking tips!** Last year it was estimated that 500 plus people attended. Admission and parking are free.

We are proud to announce that to date our sponsors are:

Corporate Sponsor: *ConnectiCare*

Platinum Sponsor: *Chamber Insurance Trust; at&t*

Gold Sponsors: *Comcast Business; Journal Inquirer; People's United Bank; ReminderNews & Reminder Gold Pages; Rockville Bank*

Silver Sponsor: *Ladd-Turkington & Carmon Funeral Home; Minuteman Press; Riverside Health & Rehabilitation Center; Servpro of Tolland County; The Sports Department*

As you peruse the Business Showcase, you will experience the wonders of some of the most exciting businesses within the boundaries of East Hartford and Tolland County. To date

the vendors are; *AdviCoach Business Coaching; American Eagle Federal Credit Union; Bearingstar Insurance; CT Valley Orthodontics; Chamber Insurance Trust; Comcast Business; Comprehensive Business Solutions; Costco Wholesale; Country Landscapes & Tree, LLC; Custom Impressions; EMCOR Services New England Mechanical; ECHN; Express Wireless; FJB Associates; Fichman Eye Center; Geissler's Supermarket; Goodwin College; Integrated Rehabilitation Services, LLC; Jeffrey Burns Family & Cosmetic Dentistry; Jim Dake Associates; Journal Inquirer; Kahan, Kerensky & Capossela; Ladd-Turkington & Carmon Funeral Home; Manchester Honda; Maneeley's Banquet Facility; Mary Kay/Collen Lester; Minuteman Press; Nathan Hale Inn; People's United Bank; ReminderNews & Reminder Gold Pages;*

Looking Through Vision

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| 1 | Business Showcase – April 20th - Don't miss it! |
| 2 | WWN. Tips - Member Appreciation Week Scholarships – |
| 3-4 | Golf Information – News & Chamber Updates |
| 5 | New Members – Upcoming Events |
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Riverside Rehabilitation Center; Rockville Bank; Sakura Garden; Savings Institute Bank & Trust; Schneider's Flooring America; Scranton Motors; Servpro of Tolland County; Stevan Scott Agency; The Connecticut Bank & Trust Company; The Little Black Dress; The Sports Department; TicketNetwork; Tolland Imaging Center; VNA HealthCare, Inc.; Vernon Manor Health Care Center; Vernon Regional Adult Education; ViVenizio & Associates Insurance, Inc.; Visiting Nurse & Health Services of CT; Wireless Zone – Tolland; Woodlake at Tolland and Zahner's Clothiers. As always there will be opportunities to win great door prize giveaways, make lasting contacts and have a great time! Watch for a special pull out section in the Journal Inquirer Newspaper on April 15th detailing the format for the event and the highlights of participating vendors. For more information about this exciting event from taking advantage of advertising opportunities, to having a display table or just attending, please call the chamber office at 860-872-0587 for more information.

WWN.Tips – World Wide Networking

NETWORKING Budapest Style

1. Show up early, ready to move, full of business cards.
2. If you attend with a friend or associate, split up.
3. Walk the crowd once. Find out who's there.
4. Shake firmly, no one wants to touch a dead fish!
5. Keep your commercial to 15 seconds or less.
6. Have your 15 second commercial down pat.
7. Be POSITIVE! People like winners, not whiners.
8. Don't waste time on inappropriate prospects.
9. Wait for pauses in conversations to jump in.
10. Eat early. Talking and eating are tough to do.
11. Drink lightly, when you get home you can celebrate all the contacts you made.
12. Stay until the end. You'll make more contacts.

This reminder appeared in an issue of the Budapest Business Journal. Which just proves that some things are the same wherever you are!!!

Vision

Membership Appreciation Week

May 17 - 26

The Membership Committee, chaired by Kate Mullen of People's United Bank is pleased to announce that they will hold a week of "Member Appreciation". The committee will be joined by the Board of Directors and the Ambassador Committee to personally visit each of our members the week of May 17th – May 26th. Watch for information coming soon about this exciting week of visitations. The week will culminate with a Business After Hours on Wednesday, May 26th at **Deer Valley Townhomes** in Ellington from 5:00. – 7:00 p.m.

The membership committee will be hosting "Business Over Breakfast". This is a new concept which will feature a limited number of members (*up to 20*) who will be encouraged to bring a non-member with them for a breakfast meeting. Each person will have an opportunity to give a brief infomercial and there will be an exchange of business cards. A \$5.00 donation will be collected from each person in attendance and a drawing will take place. A donation will be made to the charity of the winner's choice. Check out the chambers website for dates for upcoming events.

Chamber Offers Two \$2000

Scholarships

The Alice C. McPadden Scholarships are offered to any chamber member or employee of a member. As in the past, we have two different categories, Student and Professional. **Student Category:** Is open to any high school senior or graduate student working towards a degree or certificate program.

Professional Category: Available to any business person for continuing education in the applicant's professional career. (Proof of course cost and completion must be provided). Applications for each of these scholarships are located in the flyer section of this newsletter. If you need additional application forms they are available on our website at

www.tollandcountychamber.org or call the chamber office at 860-872-0587.

The scholarships will be awarded at the June Board of Directors meeting, and the deadline for applications is 4:00 p.m. on Friday, May 7th, 2010.

18th Annual Golf Tournament

The Tolland County Chamber of Commerce will present the 18th Annual Golf Tournament on June 10th, 2010 at Blackledge Country Club in Hebron, CT. We are proud to announce our generous sponsors to date are **Rockville Bank Foundation, ECHN, ConnectiCare, Integrated Rehabilitation Services and Kahan, Kerensky & Capossela**. Registration starts at 9:00 a.m. with a shot gun start at 10:00 a.m. Take advantage of the **“early bird special” register and pay by Monday, May 10th and save \$10.00 per golfer**. The entry fee remains the same as years past at \$135.00 for registrations made after May 10th. The prices includes Green and Cart fees, Prizes, Coffee & Danish, Box Lunch, Hors d'oeuvres and all you can eat Filet Mignon Dinner. Call the chamber office at 860-872-0587 to register.

Be Part of the Action at the 2010 Travelers Championship

For one amazing week in June, Connecticut welcomes the world's best golfers and more than 200,000 energized fans for dynamic professional golf action and other great events at the Travelers Championship, to be held June 21-27, 2010 at TPC River Highlands in Cromwell. The tournament proudly supports the PGA TOUR'S charitable initiative by donating 100% of net proceeds to the event's designated charities, the Hole in the Wall Gang Camp and the Greater Hartford Jaycees, and over 130 other charities throughout the state of Connecticut. From sponsorships to volunteering, there are a variety of opportunities for Tolland County Chamber of Commerce members to have a role in the success of this exciting Connecticut event. The Travelers Championship provides opportunities for world-class corporate entertainment for businesses of all sizes, as well as effective marketing opportunities to reach a qualified audience through expo displays and advertising. For further information on how to partner with the Travelers Championship, please contact Jason Soucy at 860-502-6811.

News & Chamber Updates!

Rockville Bank welcomes Jennifer Schmidt as their Retail Training Officer.

Congratulations to **Rockville Bank** on achieving its' fifteenth consecutive dividend since becoming a public company in the Spring of 2005!

Congratulations to **Woodlake At Tolland** on the recent opening of its new rehabilitation & nursing center. The new space includes more than 4,000 sq.ft. of treatment space.

Congratulations to **Always Best Care of Central CT** – they were featured on WFSB's "Better Connecticut". For more information about **Always Best Care of Central CT** call them at 860-533-9434.

Congratulations to Tolland County residents for being named the Healthiest in the State!

We are pleased to announce that Chamber member Kim Dion of **Express Wireless** has opened two new stores. The new locations are at the Big Y Plaza in Stafford and at 549 Hazard Ave. in Enfield. The **Express Wireless** Vernon location is at 435 Hartford Turnpike. Congratulations Kim!

Kidsafe CT is pleased to announce that they recently received a \$500.00 donation from **Sovereign Bank**.

Sovereign Bank announces that Marjorie Jones is now manager at the Vernon Location.

White Oak's Retirement Community announced their new managers are Paul & Julie Chretien.

Tolland County Economy has just celebrated its **5th anniversary**. For more information visit them at www.TollandCountyEconomy.com

Chamber Member **Positive Energy** is offering savings of up to 15% for members on your monthly electric bill for your business as well as for your home. To learn more or to take advantage of this offer visit www.GetPositiveEnergy.com/MCasida or contact Michelle Casida from **Positive Energy** at 860-558-2704

Chamber Member **A Villa Louisa**, located atop Birch Mountain in Bolton is very pleased to announce that they now will offer an impressive take-out and delivery menu. The menus will include pizza, calzones, fresh pasta, grinders, paninis and daily specials. Call **A Villa Louisa** at 860-646-3161 or visit www.avillalouisa.com for a full menu.

There will be a **Fair on the Green** in Ellington on Saturday, May 8, 2010 from 10:00 a.m. – 4:00 p.m. The event will be held on the town green. It will include a craft fair, a classic car show, a Taste of Ellington and kid's games. There will also be a business expo this year. For more information about getting involved with this exciting event call Jim Maitland at 860-462-3627 or email at ellingtonfair@att.net

Visiting Nurse & Health Services of Connecticut is hosting its **5th Annual Wine Tasting & Auction** to benefit North Central Hospice & Palliative Care. The event will take place on Friday, May 14th 2010 at The Society Room of Hartford and tickets are \$49.00 per person. For more information or to purchase tickets call them at 860-870-2304.

Ladd-Turkington & Carmon Funeral Home and Ladd Funeral Home kicks off a “**Cell Phones for Soldiers**” drive. People can bring their old cell phones (of any type or age) to **Ladd-Turkington & Carmon Funeral Home** at 551 Talcottville Road in Vernon and drop them into a special collection box in the front hall. The donated phones will be sent to ReCellular, which pays Cell Phones for Soldiers for each phone, enough to provide an hour of talk time to soldiers abroad.

Approximately half of the phones that ReCellular processes are reconditioned and resold to wholesale companies in over 40 countries around the world.

The Tolland County Chamber of Commerce is pleased to offer office hours for **SCORE**. The hours are by appointment only on the second and fourth Monday of each month. Call Colleen at the chamber office at 860-872-0587 to schedule an appointment. (*SCORE is a resource partner of the SBA*) SCORE is composed of many volunteer business mentors, both working and retired, who counsel businesses. SCORE volunteers hail from every facet of the business community.

Greater Hartford SCORE Chapter 56 Offers FREE Workshop Series

Wednesday, April 14; Time 10 a.m. – 12:00 noon

●**Use Market Research to grow your business**

Featured Speaker: Jennifer Keohane
Business Resource Librarian, Simsbury Library

●**How to choose the right Franchise for you?**

Featured Speakers: Luc Seslauriers, *FranNet*
Attorney Cliff Ennico, Instructor –eBay University
Columnist and TV Host

Location: Rensselaer-Hartford, 275 Windsor Street

Registration on line at www.hartfordscore.org Click on seminar/workshop link on left side. Limited seating.

Did you Know??

The IRS has announced that the optional standard mileage rate for employees who use their own cars for business purposes will drop from 55 cents – last year's rate – to 50 cents per mile as of January 1, 2010. Employers who use the standard mileage rate to reimburse employees may deduct the reimbursement as a business expense.

New Members!

The following businesses and individuals have recently joined our chamber. Please welcome them with your patronage

Second Wind Consultants – 860-462-3618
Paul Natile
51 Middle Butcher Road
Vernon, CT 06066
(General Business Consulting/Debt Workout)

Sakura Garden – 860-648-9888
Rich Vasile
800 Evergreen Way/Suite 806
South Windsor, CT 06074
(Restaurant/Hibachi/Catering)

Westside Chiropractic of Tolland – 860-871-0451
Eric Shepherd Prewo
68 Hartford Turnpike
Tolland, CT 06084
(Chiropractic)

Manchester Honda – 860-645-3100
Craig Peters
24 Adams Street
Manchester, CT 06040
(Automotive – New/Used)

Upcoming Events

“Happy Hour”

Wood-n-Tap - Vernon
Wednesday, March 31, 2010
4:30 – 6:30 p.m.

The Membership Committee invites you to join us for monthly “Happy Hour” events. Take advantage of this additional monthly informal way to meet new business associates. Donation is \$5.00 with a Business Card – Cash Bar – Call the chamber office to register at 860-872-0587

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### Business After Hours

Arthur Murray Dance Studio  
520 Hartford Turnpike  
Vernon, CT 06066  
Thursday, April 8, 2010  
5:00 p.m. – 7:00 p.m.

## Vision

### Vernon Town Wide Tag Sale

Saturday, April 24, 2010  
Call chamber office to register.  
Cost \$7.00  
(Watch for information on Tri-Town Tag Sales to be held in September, 2010)

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“Happy Hour”

True Blue Tavern at Nathan Hale Inn
855 Bolton Road
Storrs, CT 06268
at the Uconn Campus
Thursday, April 29th, 2010
4:30 – 6:30 p.m.
Donation is \$5.00 with a business card

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### Business After Hours

Express Wireless  
Thursday, May 6<sup>th</sup> 2010  
Big Y Plaza – Stafford, CT  
5:00 p.m. – 7:00 p.m.

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Business After Hours

Deer Valley Townhomes
Wednesday, May 26th 2010
155 Windermere Ave.
Ellington, CT 06029
5:00 p.m. – 7:00 p.m.

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### Business After Hours

at&t Mobility  
Tuesday, June 22, 2010  
1244 Storrs Road  
Storrs, CT 06029  
*at the UConn Campus*  
5:00 p.m. – 7:00 p.m.