

Business News

The Voice of the Roselle Chamber of Commerce & Industry

January 2018

Volume XXV Issue 1



January Multi-Chamber Progressive Luncheon Thursday, January 18



Mark your calendar for a Multi-Chamber Progressive Luncheon on Thursday, January 18. Registration begins at 11:00 am with the program starting at 11:30 am sharp! This popular event will bring an expected 150+ business associates from the surrounding area.

In partnership with Addison, Bartlett, Bloomingdale, Carol Stream, Glendale Heights, and Glen Ellyn Chambers of Commerce, the Roselle Chamber of Commerce is

pleased to provide this networking opportunity. Attendees will enjoy a three-course meal starting with salad followed by an entrée then dessert and coffee. You'll move from table to table for each of these courses, meeting with different attendees during each course. Be prepared to offer your tablemates a one-minute infomercial about you and your business.

Seating assignments will be determined in advance to

accommodate rotations. Reservations will not be taken after Monday, January 15, and walk-ins cannot be included in rotation. With seven business organizations participating, this popular event will fill up fast! So, don't delay make your reservation today! Contact the Chamber office to reserve your seat.

Upcoming Events... *Mark your calendar!*

Lagers & Leaders

Wednesday, January 17

4:00 pm to 5:30 pm

Roselle Park District

10 N. Roselle Road, Roselle

Watch an incredible teaching video from Jim Collins who is a student and teacher of what makes great companies tick.

Multi-Chamber Progressive Luncheon

Thursday, January 18

11:00 am (sharp!)

Bloomingtondale Golf Club

181 Glen Ellyn Road, Bloomingtondale

Colossal networking opportunity!

Business After Hours

Wednesday, January 24

5:30 pm to 7:30 pm

Italian Pizza Kitchen

55 E. Irving Park Road, Roselle

Mix & mingle with fellow-chamber members at their new location!

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Letter from the President

In 2017, there were 250 working days and this year there will be 251 working days. That means we all have an extra day to make things happen in 2018. Let's use it to our advantage. While we are thinking about how we can make that extra work day be in our favor, have a cup of soup – perhaps a clam chowder or a nice homemade vegetable – for this is National Soup Month!

Last year was a very good year for your Chamber. And we saw many new faces at events. The Board of Directors invites everyone to become involved this year to make 2018 surpass last year. There are activities every month to choose from; from lunches or dinners, business afterhours and special events and Lagers & Leaders. Let's see you this year using that one extra day of work at a Chamber event.

Once again, happy new year to you and your families. I trust it will be a prosperous and fulfilling new year not only for your business, but personally as well.

John Binneboese, *Itasca Bank & Trust Co.*
(630) 773-0350



Membership Renewal Time!



Thank you to the many members who have already renewed their commitment of membership with the Roselle Chamber in 2018! The Membership Directory will be sent to all members soon. If you haven't remitted membership dues, be sure to do so soon to be included in the official 2018 directory!!

Roselle Chamber Business News

Editor: Gail Croson, Executive Director

Please direct your comments, questions and/or ideas to:
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Get Your Membership to Work!

This year promises to be an exciting and a busy time for the Roselle Chamber of Commerce and Industry. We have experienced board members to lead the Chamber and chair our various project committees. Your Board is excited about the upcoming year and is looking forward to new opportunities and prosperous business relationships.

Our Chamber's strength depends on the involvement of our members. So, as you're setting your goals and resolutions for the New Year, make sure "Be involved with the Chamber" is high on your list! Your participation is the best way to get yourself and your business known.

We value your ideas and opinions and want to hear from you. As always, please do not hesitate to contact the Chamber office or any of the Board members with new ideas throughout the year. We appreciate your membership and look forward to a wonderful 2018!

Welcome New Members!



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Please update your Chamber Membership Directory and Community Directory, and welcome our new members and contacts at an upcoming meeting. And remember... *it's good business to do business with Chamber members.*

Members in the News



Tom Looze from Baird & Warner Realtors invites you for a seminar/discussion about “the new tax law and how it affects



homeowners”. The event will be held on Saturday, January 27, 2018

from 2:00 pm to 4:00 pm at the Roselle Park District building located at 10 N. Roselle Road in Roselle.



Earlier this month, a mother and daughter -- both avid dancers -- were reunited in the studio at Lights, Camera, Dancin’ in Roselle. Nahomi Castillo, 13, knows how to keep her emotions in check both in and out of the studio. Castillo’s mother, Army Staff Sgt. Carrie Castillo, has been overseas

serving in an Army Special Operations unit in Kuwait for the last six months. In a move one might call the soldier surprise, the discipline of the dance studio gave way to the emotion of a once in a lifetime surprise. Carrie returned home two months early and popped in on practice with plans to make it to the next dance recital.

Do you have news about your business that you want to share with Chamber members? Space is limited and will be available on a first-come first-serve basis. Submissions for consideration are due by the 20th of the month prior to publication (e.g., by January 20th for the February issue). Contact Gail Croson at the Chamber office to be a part of “Member News”.



Applications Now Being Accepted for Citizens Police Academy

The Roselle Police Department is now accepting applications for its 2018 Citizen Police Academy. The 11-week program is scheduled to begin on March 15, and will meet on Thursday nights from 6:30 pm to 9:30 pm through the end of May.

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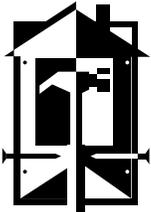
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The Citizen Police Academy is designed to help participants understand how the police department operates, and fosters improved relationships between police officers and citizens who work together to enhance quality of life issues in the community. Applicants for the Roselle Citizen Police Academy must be at least 18 years of age, live or work in the Village of Roselle, and will be subject to a background check.

Applications and a full program description are available at the Roselle Police Department 103 S. Prospect Street, and on the Village of Roselle website, roselle.il.us. For more information, email Sergeant Tim Cook at tcook@roselle.il.us or call (630) 671-4082.

Think Spring



The Roselle Chamber of Commerce and Industry's 2018 Annual Golf Outing is set for Wednesday, May 9. This year's outing promises to be jam-packed with golf packages to include lunch, a round of golf with cart, amenities on the course, and a fabulous dinner. Sponsorships will be available, and we always welcome door prize donations.

Be sure to save-the-date and invite your business associates and friends! Watch future newsletters for more information.

14 Ways to Work a Room

Whether it's a business meeting or a social event, you're always interacting with prospects. Knowing how to meet people, make a good impression, and maneuver yourself gracefully in any situation will help you succeed. These tips will let you better work any room you enter.



1. Set your goal for any event before you arrive. What do you want to accomplish? Maybe it's to meet five new people.

Maybe it's to set three follow-up meetings. Whatever the outcome you want to achieve from the event, use your time judiciously to achieve the goal.

2. Walk in and shake hands with confidence. If you start with a positive attitude and a confident posture, people will be drawn to you. Offer a strong handshake with thumbs locked; don't grab fingertips or knuckles. Look the person in the eyes. Say your name slowly.
3. Eat first. Don't try to eat, drink, and mingle all at once.
4. Be ready to greet. Keep your drink in your left hand so that you're always ready to shake hands with your right hand and greet people.
5. Start conversations. Say hello, introduce yourself, and ask people how they're associated with the event and why they're attending. Be authentic.
6. Get the name. When you meet people, make sure you catch their name, and use it in conversation. It's a sign of respect. Be sure to call people by the name they've given you, for example, Mrs. Jones, Charles, or Mary Louise.
7. Keep the conversation going. To avoid uncomfortable pauses, use this formula: 1) Ask a question of the person you're talking to; 2) make a statement about yourself; and then 3) ask another question. Try to strike a balance between asking questions and making statements so that you avoid a third-degree interrogation or talking too much about yourself.
8. Repeat what you've heard. Using phrases such as "When you said a moment ago that" or "You mentioned that" proves you were paying attention.
9. Don't let your eyes or thoughts stray. There's nothing worse than scanning the room and not looking at the person you're talking with.
10. Exit a conversation gracefully. At business and social events, one of the biggest fears is getting stuck in a conversation. When you feel the interaction should end, say, "It was great talking to you. I hope you enjoy the rest of the evening."
11. Make a request. If your goal is to establish a relationship that will eventually turn into a deal or a referral, you need to have a reason to reconnect. Before leaving the conversation, clue people in to expect the follow-up. Say, "Can I e-mail you so that we can get together to share those great Web sites?"
12. Don't be touchy-feely. Hugging and kissing don't belong in a business or networking situation.
13. Leave just one card. When you give people your business card, don't supply multiple cards for them to hand out to their friends. One card is personal and says, "This is for you."
14. Exit the event with grace. When leaving an event, allow 15 minutes to say good-bye to people you met. Don't just make a dash for the door.

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Roselle Community Directory

The Roselle Chamber of Commerce & Industry is in the process of updating our Community Directory & Business Guide for a 2018/2019 edition. Our directory has proven to be a great business reference for our business and residential communities. Distribution of the directory includes 9,000 copies of which will be displayed at local businesses and Village Hall. The Chamber will also deliver a copy to all residents in Roselle.

Ad contracts for this publication will be mailed to all Chamber members. In an effort to make this an affordable avenue to promote your business, you'll find a variety of ad sizes and rates. Don't miss this opportunity to advertise your business in a two-year directory at a reasonable rate!

