

Business News

The Voice of the Roselle Chamber of Commerce & Industry

November 2018

Volume XXVI Issue 11



Celebrate the Season! Annual Holiday Party & Awards Banquet

Mark your calendar for our Annual Holiday Party & Awards Banquet on Friday, December 7, 6:00 pm at Bloomingdale Golf Club. We'll have great entertainment, food, and drink, and an awards program honoring individuals and businesses for their dedication to the Chamber and our community.



The evening will start with a reception including open bar serving premium brand cocktails and strolling hors d'oeuvres. We'll enjoy a scrumptious dinner followed by award presentations when we pay tribute to Don Helmig of Catering with Elegance our 2018

Business Person of the Year, Service Award Recipient Dr. Jay P. Mueller, DDS, and Business of the Year Itasca Bank & Trust Co. Our Board will be recognized for their service over the past year, and we'll install the 2019 Board of Directors. We'll top off the evening with music and dancing.



Invitations have been sent to the primary contact of member businesses. If you can't locate yours, please contact the Chamber office to reserve.

Upcoming Events... *Mark your calendar!*

Member Dinner

Tuesday, November 20. 5:30 pm

Villaggio Ristorante, 1242 W. Lake Street, Roselle

Join us for Mayor Maglio's State of the Village Address.

Multi-Chamber Progressive Lunch

Wednesday, November 28, 11:00 am to 1:15 pm

Holiday Inn & Suites, 150 S. Gary Avenue, Carol Stream

Join members from local area Chambers and Women's Groups for this Polka Dot themed event. Why the dots? A roll of the dice will determine your seating assignment. Men are always welcome!

Annual Holiday Party & Awards Banquet

Friday, December 7, 6:00 pm

Bloomingdale Golf Club, 181 Glen Ellyn Road, Bloomingdale

Celebrate the holiday season and honor this year's award recipients!

Board of Directors

Chairman, Joseph Salerno
Salerno's Rosedale Chapels

President, John Binneboese
Itasca Bank & Trust Co.

Vice President, John T. Dabrowski
Bloomington Township Assessor

Secretary, Norm Hendle
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Treasurer, Susan Sargent
Roselle Bank & Trust

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Executive Director, Gail Croson

Letter from the President

If you are anything like me, it is hard to believe November is already half done. We are in that final push to December 31st with our businesses, a year that hopefully will be fulfilling and brimming with optimism as plans are finalized for 2019.

But this time of the year is for reflection and giving thanks for the abundance we have – both at our business and at home. This is a time to pause before the ever-busy holiday season and end of year rush at work.



I, and Itasca Bank & Trust Co. wish all of you a wonderful Thanksgiving. This is a special day to reflect on our blessings and all things that we are grateful for.

One more thing, please join us for Roselle Mayor Maglio's State of the Village Address, Tuesday, November 20th at 5:30 pm. The meeting will be at Villaggio Ristorante, 1242 W. Lake Street, Roselle.

Happy Thanksgiving everyone!

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

Roselle Chamber Business News

Editor: Gail Croson, Executive Director

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2019 Chamber Board

A Nominating Committee was appointed by Chamber President Binneboese to determine a 2019 Slate of Officers and Directors. The Slate was presented at the October member meeting. There being no further nominations from the floor, the Slate was accepted as:

Chairman

Joseph Salerno, Salerno's Rosedale Chapels

President

John T. Dabrowski, Bloomington Township Assessor

Vice President

Susan Sargent, Roselle Bank & Trust

Secretary

Norm Hendle, Ventura 21, Inc.

Treasurer

Jay P. Mueller DDS, Mueller and Associates, DDS

Directors

Lynne Uhl, ABM Commercial Flooring, Inc.

Chris Bryan, Chris Bryan Insurance Agency, Inc.

Patrick Devitt, Devitt Investment Firm

Jenny Yockey, Friendly Ford

John Binneboese, Itasca Bank & Trust Co.

Kevin Weslock, Langner Eye Care



Cocoa Crawl 2018

Celebrate the Season & the 3rd Annual Cocoa Crawl on Roselle's Main Street from 2:00 pm to 5:00 pm on November 24. These events kick off the holiday season, while supporting Small Business Saturday, which falls on the Saturday after Thanksgiving each year.

The Cocoa Crawl provides a great opportunity for families to visit Roselle's local businesses for cocoa, treats, and other specials on Small Business Saturday. Festivities begin at the Roselle Public Library when Santa arrives by fire truck at 2:00 pm to visit with children. In addition to treat stops in the businesses along Main Street and Santa's visit at the library, the Cocoa Crawl includes entertainment in the Civic Plaza at the corner of Main and Prospect Streets, strolling carolers, trolley stops, a bonfire with Roselle Firefighters, the lighting of the Community Tree, and much more!

eBlast Service



Do you have a special event or other announcement that you'd like to share with your fellow-chamber members? We can help! Using the Chamber's e-Blast Service your email message will reach over 250 recipients.

For more information or to schedule an e-blast, please contact Gail Croson at the Chamber office, (630) 894-3010 or executivedirector@rosellechamber.com.

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As a staple our calendar provides for Business After Hours event on the fourth Wednesday of the month, and we're seeking members who are interested in hosting these events in 2019.

Our partnership begins with the Chamber's promotion of the event followed by an invitation to the membership. Reservations will be collected by our office and reported to our host as we get closer to the event. At the event, a Chamber provided Ambassador will greet and provide name badges for all attendees.

As a member host, there are many elements to consider in preparing for a successful event which include:

- offering a variety of complimentary warm and cold appetizers,
- complimentary beverages to include wine, beer, pop and water (mixed drinks optional),
- contributing item(s) for raffle drawing, and
- providing a Greeter Table near the entrance for Chamber Ambassador to register guests and collect their business cards for raffle.

This is a terrific opportunity to bring potential customers into your business while at the same time offering fellow-Chamber members a networking venue. If you'd like to host an After Hours, please contact Gail Croson at executivedirector@rosellechamber.com or (630) 894-3010.



We are so sorry we have been MIA for a little bit. Make sure you "like" our Facebook page to stay up to date on the happenings in Roselle!

January Progressive Lunch

Save-the-date!

Mark your calendar for a Multi-Chamber Progressive Luncheon on Thursday, January 17, 2019 at 11:00 am. We'll meet at Bloomingdale Golf Club in Bloomingdale. This popular event will bring an expected 100+ business associates from the surrounding area. Registration will be available in December.



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Newsletter "Member of the Month" Column	FREE
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For more information, call Gail Croson at the Chamber office.

Susan A. DiMeo-Sargent
Vice President Branch Manager

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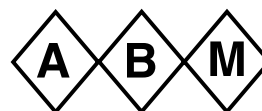
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5 Tips for your Next Networking Event

One of the perks of being a Chamber member is the networking opportunities we provide. Our Board of Directors works diligently to organize a variety of activities ranging from after-hours events and membership meetings to annual & powerful events like the Golf Outing, Rose Parade, Taste of Roselle and more. We plan and help organize the details - locations, setting, topics, food - and pave the way for YOU to meet other businesses and connect with them.

While a room full of business leaders might seem intimidating, it offers a limitless number of potentially prosperous interactions. It is an investment in your business and can yield great results for years to come.

Today, we will share several tips to get you in the right mindset for the next networking event you plan to attend. You have probably heard enough about practicing your elevator speech and giving out your business card so we will skip the obvious and dig right in to other pointers.

While introducing yourself and talking about what you do is important, at least 90% of your interaction should be about the other person not you! People tend to get carried away and talk more about their products/services in hopes of selling more which limits their networking efforts and turns people off right away. If you are meeting someone for the first time, focus all your attention on listening to them and asking questions to show your interest.

Provide value before asking for favors! Building a relationship with your connections should be your number one goal. Don't expect people you just met to go out of their way to benefit you. It's a two-way street and the sooner you start giving, the more you will receive later. Show your connections that you are interested in their success, not just focused on yours.

Many people get into the habit of spending the majority of their time with someone they know and like, but that defeats the purpose of attending a networking event! Your goal is to expand your network by building new connections. Manage your time strategically to allow you to meet new people and reconnect with old ones.

Attend more than one type of event and make networking a regular activity! Don't pick one type of event and stick to it. Take advantage of the different benefits you can get from the various types of events. Smaller, casual networking events provide more intimacy and give you a chance to connect on a deeper level. Bigger, annual events can generate a lot of exposure to your business and present you to the community as a leader in your field.

Save contact information on your phone and don't just rely on keeping business cards. Business cards are very easy to lose or misplace. It is a good idea to get into the practice of saving contact information on your phone as soon as you leave the event.

We encourage you to start using these tips at our upcoming events and watch your connections grow!