



Red Oak Area Chamber News

Volume 3, Issue 1

March 1, 2008

Calendar at a Glance:

- Golf Tournament committee meeting on March 6th. 8 am at the Chamber office.
- Business After Hours at Comfort Inn from 5-7 pm on March 13th.
- Morning Networker on March 17th at the Chamber office. Sponsored by Ellis County Press/ Red Oak Record.
- Rise & Shine on March 20th. Sponsored by the MCM Grande and hosted by the Desoto Chamber of Commerce.
- Auction Committee Meeting on March 25th at 10 am.
- Luncheon on the 26th. Joe Barton will be speaking.
- TsO Ribbon cutting on the 26th at 1:30 pm.

19th Annual Golf Tournament!!

Come join us on April 21st, 2008 at the Country View Golf Course in Lancaster Texas. This will be a wild day of fun, food, awards, and golf. This is an excellent way to meet potential clients or thank your existing ones. See below for sponsorship opportunities and team pricing. Come participate and let us give your business the exposure it needs to grow!

There will be a **GOLF COMMITTEE MEETING ON THURSDAY, MARCH**

6TH. Anyone wishing to help out is more than welcome to attend. The meeting will be at the Chamber office Board room and will start at 8 am.

Please contact the chamber with any questions concerning sponsorships.

972.617.0906

admin@redoakareachamber.org



Sponsorship Options	Description	Cost
Title Sponsor	(2) teams and headliner on all advertising	\$3000.00
Clubhouse Sponsor	(1) team, logo on all advertising, and signage in the clubhouse	\$2000.00
Breakfast Sponsor	1 team, logo on all advertising, and signage in clubhouse	\$1200.00
Drink Cart	(1) Team and Company name on drink cart.	\$1000.00
Golf Cart Sponsor	(1) team and sponsor sign on all golf carts.	\$1000.00
Scorecard Sponsor	(1) team and logo on all scorecards.	\$1000.00
Towel Sponsor	(1) team and logo on all towels	\$1000.00
Team Photo Sponsor	(1) team and logo on team photos.	\$1000.00
Birdie Sponsor	(1) team and listing as a sponsor	\$500.00
Registration Sponsor	(1) team and banner on registration table	\$500.00
Golf Team	(1) team of four players	\$375.00
Putting Green Sponsor	(1) team and exclusive hole sign on putting green	\$300.00
Driving Range Sponsor	Exclusive hole sign on driving range	\$300.00
Exclusive Hole Sponsor	Business representation at sponsored hole	\$300.00
Individual Player	Individual spot	\$100.00
Hole Sign	Business Sign on Course	\$100.00

"The Early Bird Addition"

Fellow Red Oak Chamber Members,

I have a question for you. **Do you want to grow your Business?**

Your Red Oak Chamber is in the **Business** of helping you do just that.

We meet at the Chamber office every 1st and 3rd Monday of each month at 8:00 am sharp at what we call "**Early Birds in Red Oak**".

The cost is \$1.00 which is given away as a door prize. We would like for you to come tell us about who you are and what you do. Getting to know each other is the best way to increase your business and putting people in a place where they feel comfortable about referring you.

Our last meeting on Monday the 18th was a lot of fun and we had quite a few people there. Some of the folks who were there:

Jerry Hampton 1-800-905-GEEK "Computer Services at your Home or Business"

Nickie Weyrauch Allstate "Keeping Your Family In My Good Hands"

Richard Kinney Your-Web-Guys.com "We take care of everything! So you can take care of your business, not your website".

Traci Gamel Supreme Lending "Any Mortgage Needs-I'll take care of you and your friends".

Glenn Carter Carter & Company Pest Control "Your Pest is Our Problem"

Terri Yates Now Magazine "We deliver your message to over 151,000 people"

James Lewis "Anytime Fitness"

Shelly Goodwyn Ben Goodwyn Agency "Your Independent Insurance Resource"

Mike Dickey Attorney -at-Law

Tom Bullard Red Oak Check Cashing Get cash fast and save you money. "Serving all your financial needs".

Linda Frazier Red Oak Jazzercise Lite "Fit for Life"

Kay Ross "Gourmet Grind"

Michelle Jones Red Oak Town Village "The Perfect Place To Call Home"

Jennifer Mena Arbonne International Botanical Health and Wellness--Pure, Safe, Beneficial

Jan Bryant the "Little Nook" Let me help add that special touch to you home or office.

Paul Coles Servpro of Ellis County "The Largest Restoration Service in the USA".

Troy Ketchem Budget Yellow Pages "Bringing Buyers and Sellers Together"

Renewing Members

Cathy Harris Dance Xpressions 972.617.1234 205 S. Main Street Ste. 1502	Red Oak Health & Rehab 469.552.0500 101 Reese Dr. Red Oak, Tx 75154	Darlene Williams Wells Fargo 972.923.5256 1111 N. Hwy 77 Waxahahcie, Tx
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“There is a price to pay for everything. Pick the right price. Pick the Chamber.”

Welcome New Members

Randy Shelly Fred’s Steak House 972.617.6700 205 S. Main St Ste. 1007	Alan Hugley Mayor, City of Red Oak 972.617.3638 200 Lakeview Parkway	Monica Fay YMCA 972.937.9622 100 Ymca Drive Waxahachie, Tx 75165
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Sandy Stout, with Everyday Yellow Pages had a ribbon cutting after the Luncheon on February 27th. Nearly sixty chamber members were present to see her introduced and almost twenty came to support her during her ribbon cutting.



“Off to a great start!” -Terri Yates of Now Magazine. The Breakfast held at Bubba’s BBQ took place Friday the 29th. This is a by invitation only event that hopes to help members get to know one another on a more personal level. There were 12 members present including Renee Chase, Chairman and Alan Jackson, President.

STOP SELLING

If you are selling a product or service, what do you talk about? Why, the product or service. If you are selling yourself, what do you talk about? Yourself! Do you hear that obnoxious buzzer sounding in your ears, with the words, Wrong answer!

Too often we feel that in order to sell a product or service we have to sell ourselves - and we do. Well then, everybody knows that in order to sell something you have to talk about it, right? So it's natural that we have to tell every new prospect how wonderful we are, so that they will like us and want to do business with us. **BBUZZ!** Wrong again, Monty!

Now this may sound a little backwards, but if you really want to sell yourself, you have to talk about the other person. I am sure you know that the sweetest words anyone has ever heard is their own NAME! When you stop talking about yourself and listen with a truly sincere ear, you have started the real process of selling yourself.

So to becoming an effective sales person you must use the Stop Method.

Stop talking and start listening.

Stop selling and start helping.

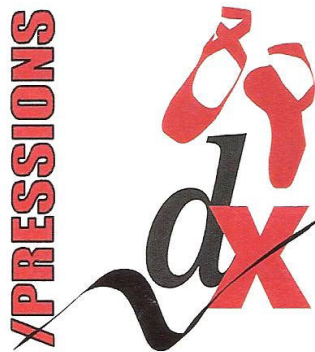
Stop talking about yourself and start asking about the other person.

How can you possibly sell something if you don't know what the customer wants or needs? You have to really listen. Listening builds trust and credibility. Today's customer wants a relationship first. People don't trust companies; 99% of their trust is in you. Be a helper not a seller. Zig Ziglar says: "You can have anything in life you want, IF you help enough people get what they want." But in order to help someone, you have to know what they want.

Brian Tracy says that you have to be a Doctor of Selling. When you go to the doctor what is the first thing he does? Examination (Listen)- the doctor will ask you about the symptoms and examine the situation. Next is the Diagnosis- based on the information you have given him, he conducts an investigation or analysis of the cause or nature of a condition, situation, or problem. Finally, the Prescription or recommendation to solve the customer's problem or need. If you have followed these steps you now have the information to skillfully match a product or service. You have come to grips with the real needs of the customer and can point to a solution.

And because you have listened and shown that you really care, you not only have a new customer but a new friend. All of those closing techniques you have been taught can now collect dust in the recesses of your mind - because you won't need them much anymore. Just remember the Stop Method! Stop selling and start helping.

DANCE XPRESSIONS



Cathy Harris
205 S. Main Street
Suite 15-02
Red Oak, Texas 75154
972.617.1234
website/email: dancexp.net

Advertising Opportunities

Business Card Ads:
Runs twice a month

\$30 per month

\$150 for 6 Months: You save \$30, a 17% savings

\$260 for 12 Months: You save \$100, a 28% savings

Quarter Page ads are also available. Call or e-mail the chamber if you have any question.

972.617.0906

One step at a time...

A Woman's

JOURNEY

Toward Financial
Independence



**A Woman's Journey
Toward Financial
Independence**

**Hosted by Renee Chase,
Financial Advisor, Edward
Jones Investments**

**Featured Speaker: Ken
Kerr, representing The
Hartford's Investment
Products**

**April 1, 2008, 6 pm
MCM Grande Hotel, Hill
Room, 1515 N I-35 East
(Wintergreen & 35), De-
soto, TX**

Dinner will be served.

**Although the seminar is
free, reservations are re-
quired.
Guests are welcome.**

**If you're interested in re-
ceiving an invitation,
please call Renee Chase's
office at 972-576-8536**



**Free Lunch for being
the first to correctly
guess which chamber
member this is!!**

**Business
Offer**

Cash * Door Prizes * Unlimited Business Growth
If you missed the last morning networker...you missed
27 opportunities for new business. Be there next time!

March 17th @ Chamber Office 8 am

Mark your Calendars...

March 2008

Sun	Mon	Tue	Wed	Thu	Fri	Sat
						1
2	3 Morning Networker	4	5	6 Golf Committee Meeting 8 am	7	8
9	10	11	12 Board Meeting 10 am	13 BAH @ Comfort Inn 5-7 pm	14	15
16	17 Morning Networker	18	19	20	21	22
23	24	25 Auction Meeting @ 10 am	26 Luncheon & Ribbon Cutting	27	28	29
30	31					

Thank You Sponsors

Nickie Weyrauch
Allstate
972.617.5433
504 N. Hwy 342
Red Oak, TX 75154

Shelly Goodwyn
Ben Goodwyn
Agency
(972) 842-8900

Kay Ross
Gourmet Grind
(214) 717-1077
600 Methodist Ste
#2110
Red Oak, Tx 75154