

# Plymouth Chamber of Commerce Newsletter

January - February 2010

## *A New Year, A New Beginning*

**W**elcome to 2010, and the beginning of my tenure as your Executive Director for the Plymouth Chamber of Commerce. My name is Scott Stephens and I am excited to be here and working for you and this community. To give you a brief background of my career, I have over 30 years of business experience, mostly in the publishing, graphics & marketing industry. Through the years I played pivotal roles dealing with the management of a variety of businesses, and developing custom marketing programs and all their components for Fortune 500 companies to small businesses and everyone in between. It is my goal to bring my experience to this position to work with the Chamber Board, you the members, and this community to continue to make the Plymouth area the vibrant and rewarding place where we choose to live, work and play.

There are a number of new plans and programs in the works for 2010, so watch for our email updates, information on the website and newsletters for the details. Coming up shortly, starting on February 18th, from noon to 1 PM, is the first installment of a new Brown Bag Series on *Growing Your Business* that is sure to give you some great ideas and motivation to take back to your business. This series is being presented by Bob Nadeau from PSU, and we certainly thank Bob and the support of the University for working with the community to provide us this valuable resource. If you haven't signed up, there is still time, so email or call the Chamber office today.

As we move ahead in the coming year, I look forward to meeting you and hearing from you too. After all, this is *your* Chamber. It's not about me, or the Board of Directors, but all of us working together as a business community. If there is something you would like to see done or provided for the membership, or any other ideas you may have, please do not hesitate to contact me.

### **What's Inside...**

Brown Bag Series	2
PSU Needs Host Sites	2
Business After Hours	3
Chamber Board Nominations	3
Local Census Employment	3
Annual Meeting	3
Chamber Calendar	4



## BROWN BAG LUNCH SERIES

### **New Year's Resolution: Grow Your Business**

New business development is critical to the long term health of your business. Whether you own a business, currently are a sales professional or just want to develop your art of persuasion, this session is definitely for you.

We often underestimate the importance of effective processes both in prospecting and sales skills. Come learn to develop and enhance your skills in these core business areas. You'll bring back techniques to help develop your staff in generating more business.

Specifically you'll learn networking techniques and create more opportunities for your business. We'll review and practice the 5 parts of a consultative sales process. You will learn how to better qualify clients, uncover needs and make presentations that will lead to more yeses. Business is fun when you're winning. We spend 80,000 to 90,000 hours working, come learn to win, and get a great start in 2010.

*Bio: Bob Nadeau teaches marketing, sales and sales management for the College of Business Administration at Plymouth State University. Students learn the marketing framework and sales cycle, along with processes and leadership mechanisms to select, develop and lead a sales organization. Recently the Global Sales and Science Institute had him as a keynote speaker at their 3rd annual conference in France. Prior to teaching, Bob was a senior manager for a Fortune 100 corporation heading up the New England Region. As a multiple time winner of their prestigious Manager of the Year award, he has demonstrated a significant track record in developing sales managers. As a trainer he is skilled at helping managers and sales professionals increase their productivity in marketing, B2B and B2C sales. Off campus Bob teaches motorcycle safety courses for Harley-Davidson and the State of NH.*

### **Business Owners - This Program is for YOU!**

**Feb 18, 2010 from noon to 1:00pm  
Downstairs in Pease Public Library  
and seating is limited!**

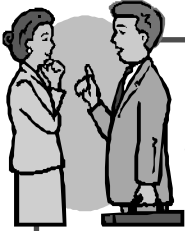
**Call the Chamber office at 536-1001  
or e-mail [info@plymouthnh.org](mailto:info@plymouthnh.org)  
to reserve your place.**



### **Host Sites Needed for Plymouth State Practicum and Internships**

As a requirement of Plymouth State University's Tourism Management and Policy undergraduate degree program, the students are responsible for engaging in a one credit Practicum. This will necessitate visiting four tourism/hospitality related agencies, organizations or businesses. The TMP program is designed to produce the next generation of travel, tourism, hospitality managers and staff. Therefore, their frequent exposure to the industry is vital for the program's success.

Please consider allowing a TMP student to visit your place of business during the Spring 2010 semester. Also, if you are interested in hosting a semester-long intern, contact Mark Okrant at [mokrant@plymouth.edu](mailto:mokrant@plymouth.edu) for more information.



## ***Business After Hours***

*BUSINESS AFTER HOURS* events (BAH's) are a great way to showcase your business, facilities and services to fellow business people and the community. Call the Chamber today to find out how you can take advantage

*of this terrific opportunity for promotion and networking! Please join us at the following BAH:*

**March 25, 2010 - 5:30 to 7:30 p.m.**

**ABODE Builders & Mary Dragon Realty**

**568 Tenney Mountain Highway  
Plymouth, NH**

## **Nominations for positions on Chamber Board of Directors**

During the next several weeks the Plymouth Chamber will be undertaking the process of electing four members to the Board for a term of three years. This is your opportunity to ensure your concerns will be addressed, as well as help shape the direction of the Plymouth Chamber in the future by selecting the candidates you believe will best serve our membership.

The Nominating Committee that was appointed in January, will present its slate of six candidates to the Board at the Board's February meeting.

Following this meeting, a notice will be sent to the Chamber membership according to the Chamber Bylaws indicating that additional names of candidates for Directors can be nominated by petition bearing the signatures of at least 10 qualified members of the Chamber.

Nominations will close at noon on February 24 and ballots will be mailed on February 26.

Are you interested in serving on the Chamber Board? Do you know of someone who would be a valuable Board member? Contact Chamber President Tammy Niles at [Tammy.Niles@gmail.com](mailto:Tammy.Niles@gmail.com) with your suggestions.

## **Local Census Office Looking for Temporary Employees**

The U.S. Census Bureau's Concord Local 2010 Census Office is recruiting applicants for temporary, good-paying jobs with flexible hours to help ensure the 2010 Census is a success. The Concord Office serves Cheshire, Grafton, Hillsborough, Merrimack and Sullivan counties.

Specifically, census takers, also known as enumerators, are needed to conduct in-person interviews with community residents who do not return census questionnaires. These positions need to be filled by individuals with flexible schedules as work may occur in evenings and on weekends. All temporary census employees must be able to attend training, for which they will be compensated.

Job applicants must be at least 18 years old, have a valid Social Security number, be able to pass a background check, and complete a 30-minute, multiple-choice, employment test that measures knowledge, skills, and abilities required to perform a variety of census jobs.

Qualified applicants should call 1-866-861-2010 to schedule an appointment to take the employment test and submit an application. TTY Callers should use 1-800-877-8339. More information, including a practice test, is available at their website at [www.2010censusjobs.gov](http://www.2010censusjobs.gov).

## ***Plymouth Chamber Annual Meeting ..coming in April***

***Watch for email & website updates  
for more information to come!***



# Chamber Calendar

**Tuesday, February 9** 1 PM  
Executive Committee Meeting

**Friday, February 12** 7:30 AM  
Chamber Board of Directors' Meeting  
Plymouth Regional Senior Center  
All Members are welcome

**Thursday, February 18** NOON  
Brown Bag Lunch Program  
Pease Public Library, Russell Street  
Plymouth, NH

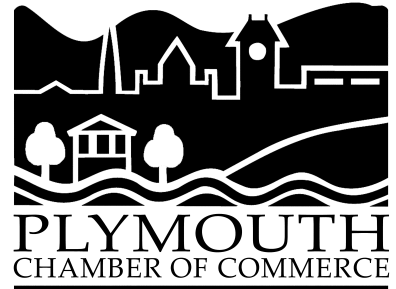
**Thursday, March 4** NOON  
Brown Bag Lunch Program  
Pease Public Library, Russell Street  
Plymouth, NH

**Tuesday, March 9** 1 PM  
Executive Committee Meeting

**Friday, March 12** 7:30 AM  
Chamber Board of Directors' Meeting  
Plymouth Regional Senior Center  
All Members are welcome

**Thursday, March 25** 5:30 -7:30 PM  
Business After Hours  
ABODE Builders & Mary Dragon Realty  
568 Tenney Mountain Highway  
Plymouth, NH

**You can enter or find Chamber & area events  
online at [www.plymouthnh.org](http://www.plymouthnh.org)**



## BOARD OF DIRECTORS 2009-2010

- Michele Aguiar ■ 536-1500  
Woodlands Credit Union
- Steve Barba ■ 535-3268  
Plymouth State University
- Ann Carlson ■ 536-8228  
Meredith Village Savings Bank
- Sue Durgy ■ 238-2211  
Speare Memorial Hospital
- Robin Fisk ■ 968-3810  
Fisk Law Office
- Paul Karinja ■ 536-4536  
The Italian Farmhouse
- Ronda Kilanowski ■ 536-2952  
Malone, Dirubbo & Co., P.C.
- Roger Laux ■ 536-5352  
Walmart
- Teri Linden ■ 527-3905  
Laconia Savings Bank
- Carol Marhan ■ 536-2733  
Northway Bank
- Cynthia Melanson ■ 536-8713  
NH Electric Co-op
- Tammy Niles ■ 726-4600  
Comfort Keepers
- Keith Philbrick ■ 536-0001  
Community Guaranty Savings Bank
- Selectman Representative ■ 536-1731  
Town of Plymouth

## CHAMBER STAFF

Scott M. Stephens  
*Executive Director*

PO Box 65, Plymouth, NH 03264  
603-536-1001  
[info@plymouthnh.org](mailto:info@plymouthnh.org)



PO Box 65  
Plymouth, NH

PRSR.T.STD.  
U.S. Postage  
PAID  
Plymouth, NH  
03264  
permit no. 21

**This newsletter is published  
bi-monthly by the  
Plymouth Chamber of  
Commerce.**

**Chamber members can  
place an insert in the  
newsletter for \$40 per issue.  
Contact the Chamber Office  
at 536-1001 for details.**