



SLATON CHAMBER OF COMMERCE

January/February 2010 Issue

Calendar of Events

January

4th-Women's Division Board Meeting

5:30 p.m.

14th-Chamber Board Meeting-Noon

February

1st-Women's Division Board Meeting

5:30 p.m.

11th-Chamber Board Meeting-Noon

March

1st-Chamber Awards Banquet 7p.m.

First Baptist Church

11th-Chamber Board Meeting-Noon

2009 Directors

Tom Aberle
Lance Bownds
Dick Copley
Jim Davis

Mark Heinrich
Dr. Cleve Kerby
Mark Meurer
Patsy Vessels

Jim Morton
Jeff Ratheal
Jim Taliaferro
Jim Tidwell

Chad Wilson
Anne Marie Wright
Joe Pinson

NEWSLETTER

Slaton Chamber of Commerce Annual Awards Banquet

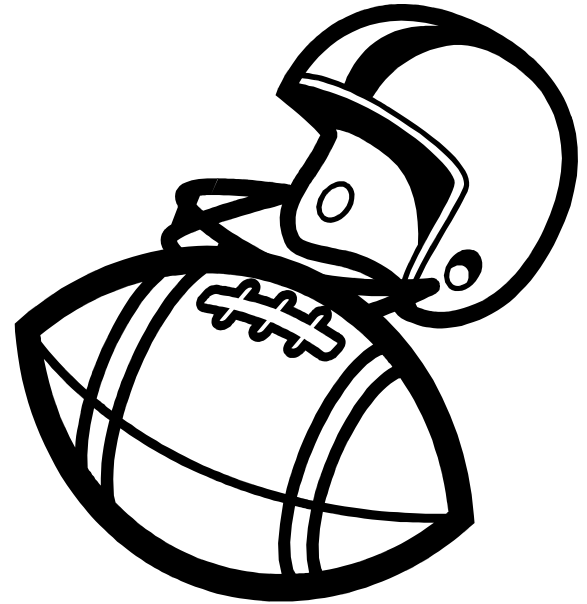
Monday, March 1, 2010

First Baptist Church Activities Center

7:00 p.m.

Keynote Speaker:

Pete Christy
Sports Anchor
KCBD Channel 11



Sponsored by
Xcel Energy
Citizens Bank
Slaton Family Medical Clinic

Community Recognition Awards

• Man of the Year • Woman of the Year • Boss of the Year

Tickets are \$15

Available at the Slaton Chamber of Commerce

Nominations are now being accepted for 2009

**Man of the Year
Woman of the Year
Boss of the Year**

Send in your written nominations to the

Slaton Chamber of Commerce

P. O. Box 400

Slaton, Texas 79364

Deadline is Friday, February 5th.

A selection committee will review all nominations received at by that time.

Please include your contact information in case we need it.

**The Twelve Biggest Mistakes
Members Make**

1. They join, but don't go. They show up so sporadically that they can't reap the many benefits of membership.
2. They appear, but don't interact. They eat another olive listen to the speaker, and leave.
3. They skip the networking portion, arriving just in time for the meal. They duck out just as the speaker finishes. Then they wonder why networking doesn't work out for them.
4. They talk and sit with people they already know.
5. They make no effort to be visible; instead, they try to blend into the crowd.
6. They wait for others to make the first moves.
7. They think handing out business cards is networking.
8. They give up too soon. They hop from one organization to another, never giving themselves or others time to establish relationships.
9. They have "non-conversations". ("Hi, how are you?" "Not bad. How are you?" "Not bad. What's new?") They never get around to productive conversations.
10. They arrive without an Agenda. They come without any idea of what they have **To Give** or what they want **To Get**.
11. They are unaware of "netiquette" within the group. They violate "good networking" protocols.
12. They forget that the best way to show **Character** and **Competence** is to contribute **time** and **energy**.

Check the Franchise Agreement

Once you have selected a franchise as your next business, always review the agreement carefully before you sign. Most large franchise companies will not be flexible but some smaller ones might. Always look and ask for the best deal you can get.

- **Royalty**—the percentage of your gross sales paid monthly or quarterly to the home office.
- **Minimum purchase**—you may be required to purchase supplies and products only from approved vendors and there may be a minimum you must buy in a certain time period.
- **Initial franchise fee**—your first non-refundable payment that unlocks all the doors to the franchise owners secrets. It's too late for buyers remorse one it's paid.
- **Renewal fee**—most franchisors charge a lower renewal fee after 10-15-20 years to allow you to continue in their business.
- **Protected territory**—make sure the area you agree upon is large enough for you to make a fair profit and grow the business.
- **Product restrictions**—you may be able to only sell an established line of products or services and need permission to sell others.
- **Access rights**—the franchisor may want to inspect your premises from time to time, with or without previous announcement.
- **Non-compete**—you'll need to agree that you won't open or assist in a similar business within a specific time period.

Always ask for a draft of what you will sign, read it and show it to your lawyer.

Excerpt from *Make your Contacts Count* by Anne Baber & Lynne Waymon 212-903-8316 www.amacombooks.org.

By-Barry Thomsen-Publisher/Editor, *Small Business Idea-Letter*. 877-700-1322
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Just in case you were wondering.....

Boss of the Year

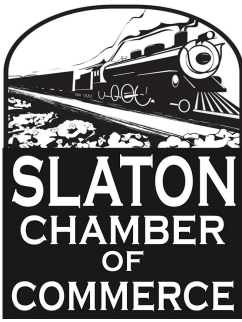
1971 Alex Webb
1972 Robert Hall Davis
1973 Harvey Morton
1974 Ernie Davis
1975 Joe Teague, III
1976 Dalton Wood
1977 Dr. Glen Payne
1978 Bing Bingham
1979 Dillon Patterson
1980 Jim Estes
1981 J.C. McClesky
1982 Dr. Don Hatchett
1983 Sherrell Wilson
1984 Jan Brush
1985 Nancy Norman
1986 Jeff Wilson
1987 Coy Evans
1988 Bud Englund
1989 Barbara Aycock
1990 Jim Davis
1991 Tom & Tish Aberle
1992 Arvin Stafford
1993 Annette Smith
1994 Coach Steve Culwell
1995 Mitch Grant
1996 Weldon Self
1997 Marie Shaw
1998 Al & Carl Lewis
1999 Royce Chance
2000 Ross Duncan
2001 Clark Self
2002 Chris Kennedy
2003 Debbie Abston
2004 Max and Betty Lee
2005 Blake Boyd
2006 Charles Thompson
2007 Terri Shurtleff
2008 Jim Tidwell

Man of the Year

1951 Rev. Pierce J. Burns
1952 L. B. Hagerman
1953 Mrs. R. A. Thompson
1954 None
1955 Joe Walker, Jr.
1956 Eibert Wilson
1957 Dr. Don Hatchett
1958 Bill Ball
1959 Robert Hall Davis
1960 Clark Self, Sr.
1961 Dr. Lee Vardy
1962 Alex Webb
1963 Ed Williams
1964 Don Kendrick
1965 Dr. Glen Payne
1966 Bob Kern
1967 Carroll McDonald
1968 Tommy Wallace
1969 Jonas Cain
1970 O. G. "Speedy" Neiman
1971 Bill Sewell
1972 J. S. Edwards, Jr.
1973 Bill Smith
1974 Hack Lasater
1975 Rev. Johnny Cartrite
1976 Steve Smith
1977 Bill Ball
1978 John Landreth
1979 Coy Biggs
1980 Arvin Stafford
1981 Rev. Jim Hitt
1982 Donald Sikes
1983 Alex Webb
1984 Dubbin Englund
1985 Carl Zyback
1986 Coy Evans
1987 Jerry Scott
1988 Jim Estes
1989 James Kitten
1990 Jerry Hogue
1991 Harvey Morton
1992 Clark Self, Jr.
1993 Don Kendrick
1994 Weldon "Squeaky" Self
1995 Jim Davis
1996 Steve Tucker
1997 Charley Henzler
1998 Sherrell Wilson
1999 Carl Lewis
2000 Abel Castro
2001 Marvin McCain
2002 Al Lewis
2003 Darris Linder
2004 Mike Harris
2005 Richard Edwards
2006 Shannon Henzler
2007 Joe Gonzales
2008 Lee Meurer

Woman of the Year

1954 Pauline Scott
1955 Mary Johnson
1956 Mrs. A.L. Brannon
1957 Virgie Hunter
1958 Lucille Ayers
1959 Dorothy Jaynes
1960 Mrs. J. E. Eckert
1961 Mary Fry
1962 Carolyn Davis
1963 Mrs. Fred Schmidt
1964 Norma Lasater
1965 Mrs. P.W. Houston
1966 Ardell Reasoner
1967 Mrs. August Kitten
1968 Ella Mae Hall
1969 Almarina Moore
1970 Grace Dodson
1971 Lorine Berry
1972 Margaret Edwards
1973 Maybelle Kern
1974 Louise Smith
1975 Gladys Harral
1976 Mrs. O. B. Allen
1977 Vera Drewrey
1978 Almarine Childress
1979 Elizabeth Martin
1980 Mary Grace Privett
1981 Helen Feather
1982 Liz Bourn
1983 Pauline McCoy
1984 Dolly Brown
1985 Barbara Fowler
1986 Nancy Norman
1987 Glynnna Englund
1988 JoAnne Lancaster
1989 Jan Brush
1990 Judy Thomas
1991 Janet Lewis
1992 Sandy Self
1993 Johnnie Norris
1994 Faye Gray
1995 Sue Davis
1996 Sandra Thomas
1997 Jackie McElfresh
1998 Anna Thompson
1999 Kay Reed
2000 Cheryl Bloxom
2001 Robin Wilson
2002 Carolyn Kendrick
2003 Joanne Lancaster
2004 Jeanette Bradford
2005 Jean Self
2006 Jeanette Moore
2007 Jo Webb
2008 Annette Sykora



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Email: slatoncoc@sbcglobal.net
www.slatonchamberofcommerce.org

NETWORK

Become active in your community.

Like throwing a stone into a pond, your connections with other people will have a rippling effect. One of the best sources of ideas and contacts is to network with others at trade shows, chamber of commerce meetings, and Rotary, Lions, and community functions. Doing so will help you remain competitive and keep you up-to-date on local developments.

When you develop new contacts, you will, at the very least, broaden your base of resources for future information. Network for the sake of meeting interesting people-don't cultivate friends and contacts solely for what it will do for you.

But remember that networking can also build sales because we all like to do business with people we know.



Excerpt from *Up Against the Wal-Marts* By Don Taylor & Jeanne Smalling Archer
Amacom Publishing www.amacombooks.org

Mail Something Regularly

It is proven that the more contact you have with your customers, the more money they end up spending with you. You don't have to send a full blown marketing piece or catalog in each mailing. An electronics marketer I knew built his business on postcards-small, standard postcards with the message carried in simple black and white type. A large buying club built their business the same way. Marketing doesn't get much more basic than that. And more importantly, it was as effective as any marketing effort I've ever seen.

Excerpt from *100 Smartest Marketing Ideas Ever* by Mitzi Keen Crall Ph.D.
Glenbridge Publishing 800-986-4135

