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## **Announcing the 102nd Annual Meeting Speaker**



"You don't think your way to success, believe your way to success or happy your way to success, you only WORK your way to success!"

## 2017 Annual Meeting **Keynote Speaker** The Pitbull of Personal Development

## Larry Winget "The Cold Hard Uqly Truth About Success"

Larry Winget is a bestselling author, television personality, social commen- Pitbull of Personal Development, the tator and internationally acclaimed Rock star of Personal Finance and has speaker.

His newest book, "Grow A Pair: How those monikers. To Stop Being a Victim and Take Back Your Life. Your Business and Your Sanity" is a New York Times and Wall Street Journal bestseller. He has also written five additional New York Times/ actions that bring about failure. His Wall Street Journal bestselling books emphasis is personal responsibility, that have been translated into over 20 integrity, an impeccable work ethic, languages.

He is also a member of the Speaker a sense of humor and more. He teach-

**PLATINUM LEVEL** SUSTAINING **MEMBER** 

Hall Of Fame. Larry has starred in his es that business improves when the own television series on A&E, two PBS people in the business improve and specials and two CNBC specials. He that everything in life gets better when has appeared on Dr. Phil, The Today we get better and nothing gets better Show, Tool Academy, The Big Idea, until we get better. Winget's approach Larry King and in three national televi- remains that WORK is the key to sucsion commercials. Larry is a regular cess: not talking about work, not havcontributor on many national television ing meetings about work, not writing news shows on the topics of success, reports about work, but WORK. Larry business, personal finance, parenting says, This speech has been given to and the wussification of America. nearly 400 of the Fortune 500 companies and is the foundation of Larry's "The Cold Hard Uqly Truth About Suc- approach to life, business and success" is Larry's most popular keynote cess. It never fails to make you think address and pulls material from 3 of AND laugh!

his bestsellers, Shut Up, Stop Whining & Get A Life, It's Called Work For A The 102nd Annual Meeting is scheduled for Monday, March 13, 2017, at Reason and People Are Idiots And I the Dyson Baudo Recreation Center at Can Prove It. In it, Larry attacks tradi-Marietta College. Tickets are \$60 per tional business wisdom and offers simperson and include social hour with ple truths in his caustic, thoughtappetizers, beverages, three course provoking, and hilarious style. He ofdinner, awards and program. Call the fers a realistic approach that will work Chamber office at 740-373-5176 to for anyone, at any time and in any make a reservation. Email at business. The principles he discusses info@mariettachamber.com or online are the foundation for true success and at www.mariettachamber.com. can be applied to life, money, parent-Would your company like to be a ing, customer service, sales, leadersponsor of the event and be in the ship and more. He is known as the spotlight? Please call the office to find out how you can support MACC and be an exhibitor at the 102nd Annual been called the King of Common Meeting. Last year more than 750 Sense and this speech reflects all of people attended—a great showcase for your products and services!

Larry points out the contradictions of saying we want success and practicing flexibility in a time of change, keeping



Peop Working Together, Building Success.



Call MACC today to book your tickets. Seating is first-come, first serve! 740-373-5176



## **Small Business Saturday**

On Saturday, November 26, the small businesses of Marietta and surrounding areas opened their doors for shoppers in celebration of Small Business Saturday.

American Express started the day in 2010 to promote small businesses across America and encourage people to not only shop local on that day and during the holiday season, but for the entire year. Since then, the day has grown significantly.

Small Business Saturday in Marietta was spearheaded by MACC in partnership with the Marietta/Washington County Convention & Visitors Bureau, Marietta Main Street and Clutch MOV.

Shoppers filled local stores on Friday & Saturday to find unique items and gifts. The Huntington Bank Elves were out and about handing out bags of coupons & Marietta Bucks to random shoppers. The Workingman's Store was the winner of the 2nd Annual Window Decorating Contest

& received a live 2 hour remote with WMOA. The day concluded with the



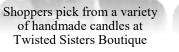
Shoppers enjoy the iewelry selection at Schafer Leather Store



around."

-

SHOP



Shoppers look for unique gifts at Wit & Whimzy

## **RSVP** Today! MACC's 102nd Annual Dinner Meeting The Mid-Ohio Valley's Largest Social Gathering! Monday, March 13, 2017

\*\*\*\*\*\*

5-6:15 Social Time 6:30 Dinner and Awards

\*\*\*\*\* \*\*

Marietta Area Chamber of Commerce



Merry-etta Lighted Christmas Parade & the lighting of the tree on the Armory Lawn.

"We are grateful for support of the

Marietta Chamber of Commerce and

American Express for Small Business

Saturday 2016. American Flags and

Poles experienced an unbelievable

day of customer traffic and sales. Our

friends thanked us for being down-

town. They were deliberate in their

shopping by even coming in on

Wednesday and Black Friday. Our

thanks to all who promote and shop

us for special events and vear

SHOP

Sylvi and Jim Caporale,

SHOP

\*\*\*\*\*\*\*

1.10

American Flags & Poles



Settlers Bank David Bricker, Advocacy/Education Hampton Inn Kathy Schalitz, Member Services The Pioneer Group Terry Rataiczak **Communications & Technology** Kinetic Networking Steve Smith **Board Treasurer** Selby Hospital **Michael Beardmore** Industry/Shale Development **Businessman-Retired** 

2016-2017 MACC Board

Dan Harrison, Chairman of the Board

Harrison Construction

### Directors

**Dr. Bradley Ebersole** WSCC **Kristopher Justice** TheisenBrock Gary O'Brien O'Brien's Safety Services **Deborah Rhoades** Peoples Bank Dr. William Ruud Marietta College Joan Zoller **Trademark Solutions** 

## **MACC Staff**

**Carrie Ankrom** President/CEO

Morgan Brown Member Services Manager

Tiffanie Craven Office Manager **Candi Heiss** Accounting/Special Programs Manager

> **Charlotte Kuehn RSVP** Volunteer

740-373-5176; Fax: 740-373-7808 www.mariettachamber.com



## **Pre-Paid Program 2017**

The MOVSC Pre-Paid Program is \$168 This covers your attendance at 12 safety Council Monthly Meetings in 2017. Extra safety seminars throughout the year are not included.

- Benefits of participation include:
- No need to RSVP for a meeting. • Special registration table where your nametag will be waiting.
- No more collecting an invoice at the meeting to take back.

Invoices were emailed to all participants in December. If you would like to be in the pre-paid program it is not too late. Call MACC to get enrolled-740-373-5176.

## **Support Safety** & Gain Recognition for Your Business

Want an easy way to promote your business to 120 MOVSC members?

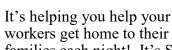
Be a sponsor of the next monthly meeting. All that is required is a giveaway for each person and a door prize. You will receive 5 minutes during the monthly meeting you are a sponsor to promote your business to the MOVSC members.

Contact Carrie for more information-740-373-1884.

> If you have any questions call Carrie at 740-373-1884.

workers get home to their families each night! It's Safety!





Not a Member?

Please attend one

we think you'll

regular!

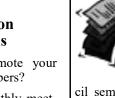
of our meetings and

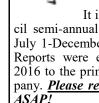
decide to become a

It's Information. Education.

Connections and Lunch!

# be fulfilled:





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Mid Ohio Valley Safety Council

## **Rebate Eligibility Requirements**

To receive the workers' comp. premium rebate, remember these requirements must

Membership in the Mid-Ohio Vallev Safety Council for the current year.

Attend a minimum of 10 meetings. Members MUST stay the entire meeting to receive meeting credit.

CEO must attend one meeting and sign the attendance sheet.

1st & 2nd half semi-annual reports must be completed and returned by the specified deadlines.

## It is Reporting Time!

It is time for the Safety Council semi-annual report. The report covers July 1-December 31, 2016. Semi-Annual Reports were emailed on December 28, 2016 to the primary contact for their company. Please return your completed form

This information is needed for the awards recognition and must be provided to be eligible for the incentive program.



From the Mid Ohio Valley Safety Council

Have a Safe and Happy 2017!

## MOVSC **Upcoming Meetings**

Wednesday, January 18 "Urine Drug Screening/Drug Testing and the Importance of a Medical Review Officer" Featured Speaker: Barbara Dempsey Marietta Occupational Health Partners Sponsored By: Peoples Bank Theatre

Wednesday, February 15 "Sleep Deprivation and Its Effects on the Workplace" Featured Speaker: Memorial Health System

Wednesday, March 15 "Writing a Policy on Medical Marijuana" Featured Speaker: Gloria Williams Managers Resource Group

> Wednesday, April 19 **MOVSC** Awards Banquet "BWC Update" Featured Speaker: Administrator Sarah Morrison Ohio BWC Sponsored By: Trademark Solutions

### **Meeting Information**

Marietta Shrine Club Registration: 11:30 am Program: Noon to 1 pm Cost: \$15 includes lunch RSVP: 740-373-5176 Email: info@mariettachamber.com



## Get the Chamber Connection

Ask SCORE: Managing Your Time Edited by Bob High, SCORE Counselor

Time is a precious commodity for every entrepreneur, even after all of the responsibilities are prioritized. The traditional "to-do" list will help, at least at identifying the out-of-sight-out-of-mind items.

But there's always the temptation to do the easy, more enjoyable tasks first. Often these are not the things that drive your business forward. Don't make the excuse that, "If I do this first, then I can do that, and then that, and eventually I'll get to the revenue producing tasks".

The first consideration is establishing which tasks will directly lead to revenue generation. Then decide which are planning or developing steps, and the last should be increasing your skills, or creating a new product/service.

Checking your email may satisfy your curiosity, but could best be done with a sandwich in your hand. Devote your early mornings hours to the most critical, high-conscious tasks that will benefit your business, especially when you're most alert. Those tasks might include strategic planning, writing a proposal, analyzing financial numbers, or evaluating your marketing strategy.

Impediments to improving your time management include: shortage of staff. waiting for a return phone call, vendor sales calls, not certain what products or services to advertise, and, materials delivery delays.

Attack the list – select the most important 2 or 3 and include 1 or 2 you really dislike! Then reward yourself with one of the more pleasant items.

If you would like to discuss this topic or business planning, business growth strategies or a specific business issue, call the Marietta SBDC at 740-373-9056 and ask for a SCORE business counselor.

## **MACC's Holiday Open House!**



MACC Staff (Charlotte Kuehn, Candi Heiss, Carrie Ankrom, Morgan Brown & Tiffanie Craven) with Santa



Bob Kirkbride, Marietta Ventures; Laura Miller & Marchelle Hines, Glenwood Community; pause for a picture with Santa



Carolyn Hiener, Hyde Brothers Printing & Marketing; Brenda Kornmiller, WSCC; Bill McFarland, Washington County Auditor; get their picture taken with Santa

is seeking candidates for the MACC Board of Directors. Commitments for directors include: attend meetings monthly, serve on committees, help review and develop programs and services, support MACC events through sponsorships and participation in the events.

Any member in good standing may nominate a member by submitting a written petition signed by at least 20 other members in good standing. Deadline is January 16, 2017. Terms begin March 1, 2017.

To find out more, please call Carrie Ankrom at 373-1884.

## **New Marietta Bucks Redeemers!**

**Cawley & Peoples Funeral Home** 408 Front Street, Marietta

**Contractors Building Supply** 1310 Greene Street, Marietta

Jeremiah's Coffee House & Cafe 175 Front Street, Marietta

**Marietta Brewing Company** 167 Front Street, Marietta

> Newport IGA State Route 7, Newport

**Ohio Valley Memorials** 27580 St. Rte. 7, Marietta

Serenity Now Hair Salon 611 Putnam Street, Marietta

**Tasteful Occasions Catering** 10 Tiber Way, Marietta

Whirl Frozen Yogurt 440 Pike Street, Marietta



### The MACC Nominating Committee

## **2017 BUSINESS AFTER HOURS**

Mark your calendars so you don't miss any of these great networking opportunities in 2017. Hosted by a MACC member, BAH is your monthly evening event to network, have fun and get a behind-the-scenes look at area businesses.

Thursday, January 12 **Elv Chapman Education Foundation** 

> Thursday, February 9 Undo's on The Pike Thursday, April 14 WASCO

Thursday, May 11

**Boathouse BBQ** Thursday, June 8 **Comfort Keepers** Joint BAH with the MOV Chamber of

Commerce

Thursday, July 13 **Busy Bee Restaurant** 

Thursday, August 10 **Contractors Building Supply** 

> Thursday, September 21 Special MACC Event

Thursday, October 12 **Marietta Brewing Company** 

Thursday, November 9 John Halliday Law Office

Friday, December 8 **MACC Holiday Open House** 

Business After Hours are 5-6:30 pm. RSVP by calling (740) 373-5176 or emailing info@mariettachamber.com. The cost is \$5 for MACC or \$10 for the general public and those who wished to be invoiced.



Congratulations to Nikita Chidester, Riverview Credit Union who won \$500 in Marietta Bucks at the November BAH at Marietta Community

"Marketing on a Shoestring **Budget**" Speaker:



Business.

### **Boost Your Business** Tuesday, January 10

"Marketing Trends" Speaker: Steve Flaughers, Hyde Brothers Printing & Marketing

8am-9am

Huntington Bank 226 Third Street

**Business After Hours** Thursday, January 12

**Ely Chapman Education Foundation** 403 Scammel Street, Marietta

5-6:30pm

**\$5** Special Member Price \$10 General Admission & those who wish to be invoiced.

### **Professional Women's Roundtable** Wednesday, January 25

Joan Zoller, Trademark Solutions

11:45am-1pm

daVinci's 215 Highland Avenue, Williamstown

> \$10 Special Member Rate \$15 General Admission

**MACC Coffee Chat** Friday, January 27

### 8:30am-9:30am

Join Us For: Coffee Meet the MACC Team Voice Your Interests Share Your Views Concerns and News About Your

## Welcome New **MACC Members!**

Eve, Inc. Marietta, Ohio Janet Wells, Executive Director

**CWS** - The Document Solution 2040 Ohio Ave., Parkersburg, WV (304) 424-6800 John Alkire. Owner

> **Memories by Lora Yeater Photography** 106 Putnam Street, Marietta (304) 771-1773 Lora Yeater, Owner

Wit & Whimzy 152 Front Street, Marietta (740) 371-5022 Laura Pvtlik, Owner

Lashley Tractor Sales 1200 Pike Street, Marietta (740) 374-4151 Dennis Lashley, Owner



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## **Member News**

- Happy 35th Anniversary to Oopsa-Daisy Florist! They are located on Route 7 in Newport, Ohio.
- Happy 3rd Anniversary to Bella Via Salon! They are located at #7 Tiber Way in Marietta.



To RSVP for all MACC Programs Call 740-373-5176 or go online at www.mariettachamber/events.

## **Did You Know Your Chamber Membership Includes:**

### Advertising & Networking

### Are You "In Group?"

## **Group Health Insurance Plan**

- Flyer insert that reaches over 1,000 people each month. Your ad can be single or double sided and can even include a coupon. All you have to do is supply us with 1,000 copies of your flyer that is 8.5x11. No cardstock, please. - Cost: \$150 per month
- · All other advertising in the newsletter ranges from business card size ads to full page ads. The cost ranges from \$35-\$200 per issue. Please call MACC for more details!
- E-blasts are a great way to market your company and events electronically. All you need to do is send us an advertisement in a jpeg format and we will send it out to our email list of over 1,000 people. E-blasts must be scheduled to send out in advance. A Facebook post on the MACC page is also included in this cost. - Cost: \$75 per blast
- Our weekly e-newsletter is a great way to get your business card out to the entire Marietta area. Call MACC for more details and pricing!
- MACC Radio Program airs every Monday morning on WMOA/WJAW AM 1490. The show runs from 8:45-9am and features a Chamber member every week. This is FREE for all Chamber members! What a great way to advertise your business! Call Morgan at 740-373-1883 to schedule your show.
- Business After Hours BAH Hosted by a MACC member. BAH is an after work gathering of business people for networking and fun. Usually held on the second Thursday of the month, the location varies as we showcase a Chamber member at their business site.
- Professional Women's Roundtable -**PWR** - Women in business face challenges and with hectic schedules, don't always have time to share ideas and concerns with other businesswomen. PWR meets the 4<sup>th</sup> Wednesday of the month at daVinci's from 11:45am-1pm. Come and join in the conversation! Cost is \$10 for members and \$15 for the general public.

Group-experience-rating permits both public and private employers with betterthan-average claim histories to join

together through MACC. This results in BWC rating each employer in the group as one. By participating in group rating, employers potentially may enjoy much lower premium rates than they could attain on their own. An employer's workers' compensation coverage is still through BWC; however, BWC does not form the groups.

BWC designed group-experience rating as an incentive program to promote and reward employers who have and maintain safe working conditions. The groupexperience rating discount is similar to a good-driver discount you may receive on your auto insurance premium based on vour driving experience. On the other hand, employers with a worse-thanaverage safety record or are experiencing higher claims costs may have to pay a higher premium amount.

MACC has been a partner with Care-WorksComp for decades. Approximately \$400,000 was saved by MACC members through this plan last year.

To enroll with CareWorksComp, call our rep at 1-800-837-3200 ext. 7228 or visit www.careworkscomp.com.

## **Constant Contact**

With your MACC membership you are eligible for a discount with Constant Contact. They are well known for many things, with their email marketing being the most popular. Their website states, "Email connects you to people; email marketing software helps you understand your audience's response, so you can plan your next marketing move."

To receive your discount simply call Constant Contact and let them know you are a member of MACC!

Anthem Blue Cross/Blue Shield has partnered with members of MACC to provide a quality comprehensive medical insurance program at reduced costs. The Chamber Plan offers healthcare protection which can be customized to fit specific needs.

MACC members who participated in this program saved over \$100,000 on the group health insurance plan.

As a Chamber member, your company can save on Anthem group health plans and still work through a local agent.

Better options lead to better decisions. Only you know which type of plan best fits your company, and only your employees know which doctor or hospital best fits their personal needs. Anthem provides plenty of choices for both.

Visit www.mariettachamber.com for a complete list of Chamber insurance agents who can assist you in taking advantage of this important benefit.

### Safety Council

The Mid-Ohio Valley Safety Council is a program of the Marietta Area Chamber of Commerce, co-sponsored by the Ohio Bureau of Workers' Compensation Division of Safety & Hygiene.

Membership to Safety Council is open to representatives of business and industry in the Mid-Ohio Valley. You do not have to be a Chamber member to join Safety Council. Annual membership fee is \$50 per company.

Monthly meetings are open to any MACC member. Safety Council meets the 3<sup>rd</sup> Wednesday of the month at the Marietta Shrine Club from 11:30-1pm.

Cost is \$15 per meeting, and includes a buffet lunch.

Sponsored Advertisement

# Hall Financial Advisors, LLC

getting.

## **Planning Concerns for the Blended Family**

Mike and Carol bring their kids most of the problems arise." together under one roof, and the only allergies, Marcia's braces, and Bobby's support? ever-changing entourage of pets. In "A Financial Advisor should know how reality, blended families can be a lot children from a prior marriage are comes to financial planning.

divorce, loss of a spouse, remarriage, care?" Knowing an ex-spouse will just clarifies everything." and blending families. "A lot of times, contribute is important in developing a making sure everyone is okay moving *new* spouse will help support children to leave to whom? the Estate Planning Team in St. Louis.

new family portrait.

1. Are we understanding each other? 3. How will gift rules and estate Sure, the new husband and wife may be **concerns be handled**? laying everything on the table when it In non-blended families, the majority of comes to second-marriage dynamics in married couples leave everything to the the home or picking out new china surviving spouse, and the kids receive patterns. Yet at the same time, they assets upon the second spouse's death, could be sweeping financial matters explains Selinger. "But in blended under the rug. That can be especially families, you'll hear a spouse say, 'I true after developing a long-term, want to leave something to my children Investments in securities and insurance intuitive relationship over years or even decades, and then suddenly switching gears to the unspoken wants and needs of a new spouse. Maybe you're used to saving money by eating most meals at home, but your new spouse has always enjoyed a night or two out on the town every week.

"Be very clear about your intentions," says Selinger, "and, to the extent possible, write them down. When you just assume you know what the other

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The Brady Bunch made it look so easy: person wants or thinks, that's when from a prior marriage, even if I'm the first spouse to die.' Often parents do not want their children from a prior marriage troubles seem to stem from Jan's 2. What's the impact of child to wait an additional 10, 20, or even 30 years after their death for their inheritance."

more complicated, especially when it going to affect the financial plan for There may not be anything more clients in a second marriage," says important than having clear direction Selinger. "Will child support be 50-50? when it comes to your legacy. "Make There's a natural tendency to focus on How are you going to handle the big sure it's all addressed in the estate the personal and emotional aspects of expenses, such as education and child planning document," Selinger says. "It

## people are so focused on emotions and family budget. Deciding how much the 4. Which assets make the most sense

forward that they forget to talk about from a previous relationship is also key. If the parent wants to benefit both his the financial side of things," says especially when that includes saving for surviving spouse and his children from a Kathleen Selinger, Wells Fargo college or other large expenses. If prior marriage at his death, it's best to Advisors Wealth Planning Strategist on you're planning on having children carefully consider which assets those with your new spouse, think about should be. "Some assets, such as an IRA, whether the level of support you're are more advantageous to leave to a Here, Selinger shares some talking offering them will be similar or spouse," says Selinger, "and some assets points that will benefit everyone in the different to what older children are make more sense to give children from a prior marriage, such as the family business."

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This article was written by Wells Fargo Advisors and provided courtesy of Chris Hall, Managing Principal, in Parkersburg, WV and Marietta, OH at (866) 865-4442.

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Members of the Advisory *Team* (left to right):

Rob Blasczyk, Brett Bronski, Ashley Brown, Chris Hall and Jeremiah Kuhn