

Mark Your Calendar

03/06 - First Friday Coffee

Time: 7:30 – 9 am

Location: St. Louis Community College - Meramec, 11333 Big Bend Road

03/10 - Membership Luncheon

Time: 11:30 am – 1:15 pm

Location: Greenbriar Hills Country Club, 12665 Big Bend Blvd.

Sponsor: Agape Construction

03/18 - Wellness Wednesday

Time: Noon – 1 pm

Location: Commerce Bank of Kirkwood, 300 N. Kirkwood Rd

03/26 - Business After Hours & Networking

Time: 5:30 – 7:30 pm

Location: Harry & David, 7 West County Center

03/29 - Legislative Brown Bag Lunch

Time: Noon – 1 pm

Location: The Chamber Office, 108 West Adams

03/30 - Marketing Monday

Time: Noon – 1 pm

Location: Franciscan Sisters, 335 S. Kirkwood Rd.

Sponsor: Frontenac Bank

* For information or to RSVP for any of these events call the Chamber office at 821.4161, or go online to the Chamber's award-winning website at www.KirkwoodDesPeres.com

We Asked, You Answered

by Jim Wright

Each month in this column I try to share tips to assist members in becoming better at what they do. Additionally, the Chamber *Advantage* includes articles written by members offering insight into a variety of business subjects. Over two months ago the Chamber sent out a survey asking members for ideas on how to survive in a down economy. The ideas were so good I thought they should be shared not only on our website (www.KirkwoodDesPeres.com), but in this column. Every idea submitted provided helpful/thoughtful information. Due to space limitations, I will only list a few in an attempt to entice you to check out all respondents on the website.

Joe Starry, Unique Home Maintenance said, "From my experience as a new business owner I hope I don't forget how hard the first two years were and the choices I had to make to stay afloat. If you think back to those times maybe you can find what you are looking for."

"One of the most important things to remember in a down economy is to remain positive!

This needs to be reflected in everything we say about our business. There is always something positive that can be said even if there are more negatives. Positive thinking needs to start with all of us and hopefully we will be able to spread this positive feeling of faith in our economy to others who will pass it on to others. We have lots of good things happening in our world today. We need to dwell on these to help turn things around." **Carole Bernsen, Coldwell Banker Gundaker**

"It is important to have open communication and talk about concerns everyone has. Also, one needs to be available on a timely basis when someone tries to contact you. We've had these downturns before and there will be a recovery, so be optimistic and just reevaluate values and goals. Times like this can change some of your prior frames of reference, and help you set new directions for your life and business plans." **Wally Schmieder, Financial Advisor**

"Evaluate your expenses, advertise wisely, network as often

as possible, support the Chamber." **Scott Collier, Wild Birds Unlimited**

"Focus on core strengths, pay attention to the details, and stay positive." **Chuck Healy, Handyman Matters.**

"Plan ahead to know what to expect and how to manage your cash flow. Improve your service so that with survival through the down time you are referred to during a time when customers and clients are upset with their current provider and interested in changing to you! Referrals should be your lifeblood." **Jim Matush, Trinity Wealth Advisors**

"Keep prospecting, keep networking. It isn't as bad as the papers say. You might have to change how you sell and to whom, but there is still business out there to be done. Don't make excuses, keep moving and the results will follow." **Mike Lucey, National City Bank**

This is just a sampling of what our members advise. I think each is right on! It is necessary to get back to basics, try some new innovative approaches, remember the value of your

long time clients and customers, and stay aggressive.

I have saved a couple of ideas for last, not because they are self serving, but these ideas represent the purpose of the Chamber's mission and I truly believe you will find real benefit by utilizing your Chamber membership.

"Shift your Chamber membership into overdrive. Give yourself the competitive edge by attending every event and network, network, network. Make yourself THE contact potential clients will think of first." **Barb Byerly, BJB Creative Services**

"Encourage Chamber Members to shop with other Chamber Members." **Walter Smith, Cornucopia**

Thank you to all respondents. The Kirkwood - Des Peres Area Chamber of Commerce appreciates each member and especially those so willing to share their expertise!



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jim@thechamber.us

For information on membership call:
(314) 821.4161

For more information on The Chamber
and its events go to
www.KirkwoodDesPeres.com

For past issues of *The Advantage* go
to www.KirkwoodDesPeres.com

A New Year, A New Chair...

Where Do I Begin?

As the new Chairman of the Kirkwood - Des Peres Area Chamber of Commerce Board of Directors, it is my honor to represent a significant number of businesses serving our communities. Recognizing the important relationship between business and local government, Chamber members have continued to support the area by maintaining their memberships and demonstrating leadership in business and issues affecting the community, the state and the nation.

Members are keenly aware of today's challenging economy, yet they continue to provide excellence in customer service. We are deeply grateful to local residents who frequent our businesses and provide their support by shopping Chamber first. Area customers remain faithful by shopping, dining and utilizing the wide array of services offered by the Chamber's 650+ members.

In turn, sales tax revenues, gross receipts taxes as well as licenses and fees allow businesses to help provide much needed services to the community. No one realizes

this more than your friends in business. As you know, many Chamber businesses are family owned and operated by residents.



**Chairman
Tim Walsh**
Eagle Bank & Trust Co

The Chamber is becoming more active in seeking ways to work closer with city governments as advocates in assisting new and existing businesses to open and remain open in the area. Recognizing the need to support current entrepreneurs and attracting new businesses and services, the Chamber desires to help grow and make existing jobs more secure for those who have made a commitment to keep their businesses viable, even during these difficult market conditions.

By working together to create opportunities and keep spending close to home, Chamber businesses, shoppers, and City governments can make a positive impact on the community's overall economy.

The Chamber of Commerce – “Leading Business, Leading Communities”

Grand Marketplace Expo

Booths Are Only \$175!

The 21st Annual Grand Marketplace Expo is coming on April 7 – and what a fantastic opportunity for businesses to showcase their products or services to the public and fellow Chamber members. To make it even more affordable for members to participate, the Chamber is offering booth spaces for only \$175 – a price rollback!

Held at the Holiday Inn Southwest Viking, this annual event brings in close to 500 attendees from the surrounding communities. Ten of the area's best restaurants will be scattered among the exhibitors to entice the public to visit every corner of the exhibit space. And back by popular demand, there will be a Member's Only Preview and Networking event, held before the doors open

to the public. Members who don't exhibit will have several other inexpensive, fun and innovative ways to participate!



Keep watching the Chamber *Advantage* and fax/email blasts for opportunities to be a part of this annual Chamber tradition. Save the date of Tuesday, April 7 for this Grand event! Give Gina a call at 821.4161 or visit the Chamber's website at www.KirkwoodDesPeres.com to download the exhibitor form and reserve a space at the Grand Marketplace Expo.

March Membership Luncheon

Sponsored By:



Tuesday, March 10

11:30 am - 1:15 pm

Greenbriar Hills Country Club

12665 Big Bend Blvd.

Cost is \$20 for members and non-members. **Chamber members will receive a \$3 discount if you pre-pay by Friday, March 6.**

Please remember if you have a speedpass you **still need to RSVP.** Also, if you make a reservation and do not cancel you will be charged for the cost of the luncheon. The Chamber is billed for each reservation.

March Membership Luncheon

A Conversation With MoDOT for Moving Missouri Forward

Join your fellow Chamber members for the March Business Advantage luncheon. Scheduled for Tuesday, March 10, at Greenbriar Hills Country Club, networking starts at 11:30 am and the program begins at Noon. The luncheon is sponsored by **Agape Construction Company.**

The cost is \$20 for members and non-members. Chamber members will receive a \$3 discount if you pre-pay by Friday, March 6. Please RSVP by calling 821.4161, emailing iris@thechamber.us or online at www.KirkwoodDesPeres.com.

Speaker Name - Karen Yeomans of MoDOT

Title of presentation – A Conversation for Moving Missouri Forward

Brief description of presentation - MoDOT is holding conversations with Missourians to define what the future of transportation in Missouri holds. We are seeking input on what the priorities for transportation should be, including major bridge and roadway projects, providing other means of transportation, rebuilding I-70 and I-44, and meeting

regional needs. This input will help MoDOT finalize a plan for what could be done if more funding were to be made available for transportation. Please join in this crucial conversation so you can provide your input on what are Missouri's priorities.

Speaker Bio - Karen is a 1994 graduate of Univ. of MO - Rolla with a Bachelor of Science in Civil Engineering (BSCE) degree. She has been with MoDOT since 1994 and is currently the west county Area Engineer. Her responsibilities include oversight of all of MoDOT's activities in the west county area. She is a member of the Transportation Engineers Association of Missouri and is the Executive Secretary/Treasurer elect.

Also, don't forget to bring your new Chamber Rewards Card to this luncheon to start earning points for valuable prizes all year long!

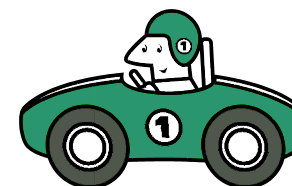
Please RSVP by calling 821.4161, emailing iris@thechamber.us or online at the Chamber's award-winning website www.KirkwoodDesPeres.com. Remember to pre-pay by 5 pm, March 6.

Jim Butler is the New KIA and Mitsubishi Dealer in town!

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Chamber Rewards Keep Coming!

Members have caught the Chamber Rewards fever and are showing their cards at all events to earn points toward valuable prizes. This exciting new benefit was created to reward members for making the most of their Chamber membership and to add more value for their Chamber investment. For complete details on the Rewards Card, visit www.KirkwoodDesPeres.com. The list of events and activities that qualify for Reward Points and the long list of prizes that will be available throughout the year are also posted.

The March Luncheon Welcoming Sponsor will be **David and Bev Collin of Busy Bees Embroidery**, who will scan members' cards.

Three great prizes will be awarded to members who have

qualified for the drawing. To qualify, a member

needs to earn 3,000 points and must be present at the luncheon. Visit the Chamber website for all the details. March prize sponsors will be **Telserv Technologies**, awarding a Share the News voicemail package valued at \$25, **Pen Central Communications**, who will give away a business workshop valued at \$140, and **The Wynning Team**, donating a Grapevine Wines gift certificate worth \$25.

Two fantastic 1st Quarter prizes will also be awarded at the March luncheon. For those who want to pamper themselves, there is a Massage/Wellness Basket valued at \$435, donated by members **Dr. Dan Ybarra of A Better Life Wellness Center**, **Debbie Hartke of Juice Plus+**, and **Lisa Telthorst of Life In Balance Massage Therapy**. In addition, **The Miller Group** will award a Dell Mini 9 laptop, valued at \$370 for those who enjoy new technology. Members who have accumulated 10,000 points will be eligible for this drawing.

The Grand prize, which will be awarded in January 2010, is a new furnace and professional installation valued at \$2,300. Our thanks to **Brian Schraut of R.F. Schraut Heating & Cooling** for this generous prize!

The Chamber Rewards Card could not have been possible without the generous sponsorship of **Dave and Bev Collin of Busy Bees Embroidery**, **Marilyn Elkin of Midwest Marking / Scan Me In**, and **Brian Schraut of R. F. Schraut Heating & Cooling**.



What Banks Are Looking For When You Apply For a Business Loan...

Cash Flow- Will you have money to pay back the loan? Make sure your profit is enough to justify to the bank that you can make your monthly payments. There needs to be adequate cash flow to not only pay back the loan, but to simultaneously pay for all other business expenses. There are many structures to business debt such as interest only or balloon payments. Even with these options, you must have enough income from the business to service the payment amount. Financial benchmarks such as debt ratios and liquidity ratios will be used to determine approval.

Collateral-Do you have collateral to offer as a second form of repayment? Most collateral is in the form of business assets including real estate, cars, and equipment. Accounts receivable and inventory can also be pledged. Unless you are a business with a proven payments track record, you will almost always be required to provide collateral.

Credit/Character- Personal credit is indicative of how you will handle business credit. Personal

credit history will be pulled for all guarantors because they will be personally guaranteeing the loan. Other character factors include: time and experience in business, account relationship, account activity-how many overdrafts or non sufficient funds charges have you had.

Capitalization- How well capitalized is the company? How much money have you personally invested? Banks want to see that you have a financial commitment in the business. The bank should have a thorough knowledge of your financial position. Most banks will require a personal financial statement and two years tax returns.

Business Plan- Have a business plan ready to turn in with the application. Having a business plan is a great way to show the bank you have carefully thought out your request. It also gives the bank an idea of where your business currently is and where you hope it will go if the loan is approved. A business plan includes: description of

the business, marketing strategy, competitive analysis, management resumes, and three years business projections.

Remember, each lending situation is unique, but most banks will use some variation of these criteria.

Lindsey Smith
National City Branch Manager-Kirkwood

Mike Lucey
National City Business Banking
Officer-Kirkwood

*All loans subject to credit approval



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6 Thank You To These January Renewing Members

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Accurate Business Services

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Arch City Foot & Ankle

Citizen Kane's Steak House

Claychester Cleaning Center

Coldwell Banker Gundaker / Ellen O'Brien

Coldwell Banker Gundaker / Chris Robinson

Continuum (Home Health Care)

Down By The Station

Edward Jones / Josh Wright

Endres Horticultural Service

Giannini's Auto Service, Inc.

Greenbriar Hills Country Club

Kirkwood Home Projects

Mengel, Surdyke, Murphy & Finke

MVG Painting & Decorating

Noodles & Company

Orlando's Catering And Special Events Design

Premier Processing Systems

Price Is Right Promotions

Purcell & Amen LLC, Attorneys At Law

Schnuck Markets, Inc.-Des Peres

Schnuck Markets, Inc.-Kirkwood

TravelPlex Travel & Cruise

Trinity Wealth Advisors, L.L.C.

Welcome to Our New Members

Advance Mailing Services
11131 S. Towne Square, Ste D
St. Louis MO 63123
ph 894.7300
Sue Jacobsmeyer

Alterations Unlimited/Tuxedo Rental
117 N. Kirkwood Rd, Ste 100
St. Louis MO 63122
ph 821.2772
Barb Pate

Bravo! Cucina Italiana
15 West County Center
Des Peres MO 63131
ph 821.2562
Robin Sparks

Crescent Farms Golf Club
745 Lewis Road
Eureka MO 63025
ph 636.938.6200
Mike Wukitsch

DL Insurance Agency
14368 Manchester Rd., Suite 300
Manchester MO 63011
ph 636.230.7300
Mike O'Shea

Edward Jones / Christi Hake
12945 Olive Street Road
St. Louis MO 63141
ph 469.1473
Christi Hake

Kirkwood Outfitters, Inc.
10716 Manchester Rd.
St. Louis MO 63122
ph 821.3999
Dave Hart

Lewis Building Inspections
161 W. Jefferson Ave.
St. Louis MO 63122
ph 822.0559
Jay Lewis

Lighthouse Growth Resources
2209 Ridgley Woods Drive
St. Louis MO 63005
ph 409.0444
Alvan Sage

Lisa Photography
203 N. Kirkwood Rd.
Kirkwood MO 63122
ph 973.8916
Lisa Chambers

Qdoba Mexican Grill
481 S. Kirkwood Road
St. Louis MO 63122
ph 368.5147
Teesha Maupin

Sam Black Consulting
1730 Holly Walk Dr.
St. Louis MO 63146
ph 567.3764
Sandra Black

Slight Edge Consulting
15 Chesterton Lane
Chesterfield MO 63017
ph 503.6681
Terri Arscott

The Irish Crystal Company
104 N. Kirkwood Rd.
St. Louis MO 63122
ph 965.5154
Patrick G. Waldschmidt

West Frisco Candle Co.
1023 W. Frisco Ave.
St. Louis MO 63122
ph 369.6062
Carla Erickson

World Financial Group
16690 Swingley Ridge Rd., Ste. 100A
Chesterfield MO 63017
ph 636.230.6148
Ken Klouzek

New Members Introduced at the February Luncheon



The Miller Group

Your Full Service Information Technology Company

The client-centered plan Mike Miller created for The Miller Group (TMG) in 1985 has resulted in his company becoming a recognized leader in the areas of technology and technical services. His sound business practices support the ongoing flexibility required to operate within the ever evolving, expanding, exciting world of technology.



technology already out there – it's just a matter of it being brought into our homes.”

Mike is a longtime Chamber member and booster. “We see the Chamber as a gold mine of people who get business the same way as we do, by referral, and we have a lot of members who are clients. We've gotten a lot of referrals through the Chamber staff – we know

this because we ask people how they heard about us. We also advertise monthly in the Chamber newsletter and that brings us attention as well.”

Mike and wife, Rhonda are high school sweethearts. She is a CPA, handles TMG's books and both are active school volunteers. They live in Sunset Hills and have four children: Chad, Angela, Brandon and David. Their Christian faith fills their personal lives, with annual mission trips in the US and Mexico. Each of the Miller children has participated in these trips and according to Mike, have had their lives enriched by the experience. Their faith is also evident in the trustworthy, honest, fair way they do business with TMG clients.

“We started out as a software development company and grew from there,” he explains. “We then went to the training side and remained there until about six years ago. While we were providing the training, we began to diversify. We started offering technical services, web site development and development per se, and then it moved more into the web site, so we just evolved with the technology. By diversifying, we were able to survive.”

The success of this diversification is evident in TMG's ability to provide a wide array of technical services through its eCommerce solution. Thanks to their customized technical services maintenance agreements, TMG assures all the client's needs are covered. “Over time, we may do the client's website, some hosting, as well as data backup services. Only after we come in, check everything out technically are we able to determine how to add or augment what they're doing with our other services.

Following 9-11, Mike began offering TMG's Business Continuation Service (BCS). “After 9-11, a lot of clients started looking at a worse case scenario where they could lose productivity. All businesses need to be up and running as much as possible, making this a cost effective and efficient choice. This service implements a plan in the event of a disaster –

loss of internet connection, no power, a chemical spill, etc – the client has an action plan that can be immediately initiated, once a thresh hold is met. For instance, if the EPA bans entrance to a business because of a potential hazard, the client has in their plan an arrangement in place for other areas they can access for routing their trucks to a different warehouse. The front end of our BCS includes our developing these contingency plans. At the back end, we have a real-time backup server located in Springfield, MO. Anything they key in St Louis is backed up in Springfield, so if St Louis is suddenly not available, they can remotely connect with Springfield and keep the business functioning.”

So what does Mike see in the future?

“The new edge is anything web or web related. And the new technology – even though it's simpler with the new operating systems, it's still becoming more complicated because of all the peripheral equipment. Consumers will want their phones, other internet devices, home multimedia centers to connect to the web. Any or all these things are inter-related so we need to make sure they are also inter-operable so they will all work together. Our new challenge is how to keep all these things talking to each other and the internet. This will allow the TV to talk to the internet to let you know there is something wrong with your TV or your car talks to your internet to download songs, etc. All will run from your web account because the electric company will be bringing internet connectivity through their power lines. There's a lot of far thinking



For additional information about **The Miller Group**, visit www.themillergroup.com or call Mike at 822.8090.

The Miller Group

Mike Miller

1112 Westmark Dr.

Des Peres, Missouri 63131

822.8090

822.6504 (FAX)

mikemiller@themillergroup.com

www.themillergroup.com

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Chamber Ambassador Feature: *Why the Chamber is Important - Especially in this Economy*



You see and hear it everywhere — companies are cutting back in this economy. But what about advertising and crucial marketing? How do we still manage to get the word out about our companies? The Chamber — that is how.

The Chamber offers a very cost effective way to get the word out about your products & services, saving money on marketing and advertising expenses. Plus, the events are a fun way to network and connect with new people. And lets not forget about chamber discounts among members — priceless!

On a personal note, I recently have been affected by this economic downturn when my job was eliminated four weeks ago. The outpouring of support from the friends I have met through The Chamber has been amazing. It has been a wonderful way for me to stay active and keep out in the community while searching for job opportunities.

To keep busy, I have been selling Lia Sophia Jewelry and I also have a budding new business. I make soy based candles. The company name is West Frisco Candle Company and right now I am looking for small boutiques who might be interested in selling these locally made house warmers.

I have belonged to other chambers and networking groups — and the Kirkwood - Des Peres Chamber is the best I have found! If you have not gotten a chance to meet the wonderful people who make this chamber what it is — stop by the office sometime and meet the staff. They are extremely helpful and love to answer questions and help you get the most out of your chamber experience. And last but not least — remember to “shop chamber first!” Together we can get through the tough times and keep our businesses prosperous!

Carla Erickson
West Frisco Candle Co.
314-369-6062
carla.liasophia@yahoo.com
westfriscocandle@yahoo.com

Ribbon Cutting

American Eagle Credit Union Celebrates New Location



A big blue eagle floats over the intersection of Manchester and Barrett Station Roads marking the new location of American Eagle Credit Union in Des Peres.

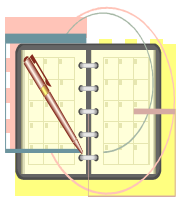
To celebrate the grand opening of their brand new building, Credit Union staff, executives and board

members, local fire and police personnel as well as Chamber of Commerce representatives attended an official ribbon cutting ceremony. In addition to the ribbon cutting, American Eagle invited the local business community to an open house and tour of the facilities.

A division of Anheuser-Busch Employees' Credit Union, American Eagle has been operating since 1939 and is a full-service financial institution offering a wide variety of products and services to their members. **For more information call 821.2442.**

Boost Your Business with Our Workshops!

In view of the current economy, we've reduced our prices *



Recessionize Your Business!

~ Wed., March 25th

Review, rethink and reshape your marketing approach. Eliminate what doesn't work in this economy and add more of what does.

10 Cost-Free Promotional Tactics

~ Wed., April 22nd

A practical look at no-cost online, face-to-face and in-print promotional methods.

Space Limited — Advance Registration Required

call 314.984.9805 or email Linda@PenCentralOnline.com

Who: Linda C. Senn, *business writer ~ speaker ~ consultant*

Where: Kirkwood Chamber of Commerce, 108 W. Adams

Time: 9:30-12:30 *During the "Do it now!" time, you'll work up a plan for applying the lesson material to your business.*

* **Cost:** \$65/ \$59 for Chamber members

Want to attend but can't make it on those dates? Call Linda to schedule a 1 1/2 hour tutorial-workshop at a more convenient time and date.

Cost: \$75/ \$68 for Chamber Members



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MEMBER FOCUS...

Focusing On You!

ANNOUNCEMENTS

The children of the **Walker Scottish Rite Clinic for Childhood Language Disorders** recently enjoyed a “free evening of play” at the **Magic House, St. Louis Children’s Museum**. Over 400 children and their families had a marvelous time thanks to the generosity of the Magic House Community Outreach program.

In 1978 Thompson Price opened a kitchen and bath showroom in Des Peres on Manchester Road. After 17 successful years, he expanded his business and moved out of Des Peres to a west county location. After 13 years there, he sold that business and has returned to the Des Peres area and opened a brand new state of the art kitchen and bath showroom, **Thompson Price Kitchens, Baths Home**. This is a full service remodeling company that specializes in cabinets for all rooms of the home. Stop by the new showroom at 12101B Manchester Road in the Olympic Shopping Center in Des Peres, or call them at 966.8234 or go online at www.thompsonprice.com

NAME CHANGE

H&R Block Inc. recently announced it will change the name of its **Vantive Partners** brand to **H&R Block Tax & Business Services** and develop an expansion plan for national launch. “The Vantive Partners brand has overwhelmingly demonstrated the value of offering customized, forward-looking tax-planning services, and today we are ready to capitalize on that success by expanding the footprint nationwide and by renaming the brand to H&R Block Tax & Business Services,” said Shaunte Hughes, Principal, H&R Block whose office is located at 443 S. Kirkwood Road. “By aligning our tax-planning focus with our H&R Block brand, we will increase the visibility of the company with customers, leverage the globally recognized H&R Block brand name, and drive enhanced recognition in the marketplace.”

NEW FACES

In today’s economic times, many headlines relate to personnel cuts, service cutbacks, and store closings. **Woodard Cleaning & Restoration** offers a different news angle – they just concluded a year of record growth, and as they continue to position themselves for additional growth, they have added two seasoned professionals to our management team. Rob Kodner joined Woodard’s operation as General Manager of Operations and Performance Management. Grant Thompson was brought on board as Woodard’s Director of Human Resources and Performance Management.

Des Peres Hospital recently announced that Jacqueline “Jacki” Dauernheim has been promoted to director of the hospital’s Acute Care for the Elderly (ACE) unit. In this position, Jacki directs and manages ACE services and oversees a staff of 50. She reports to Dakota Redd, interim chief nursing officer. “Jacki brings compassion, and strong clinical and organizational skills to her new role,” said Redd. “We look forward to her leadership in helping us continue to deliver quality, personal care to our older adult patients. Jacki brings more than 22 years of nursing and nurse management experience to her role -- 14 years of critical care nursing experience in neurosurgery, trauma, general medical and cardiovascular surgery and eight years in roles of leadership and educator in areas of critical care, nursing supervisor, cardiac rehab, and ACE.

Two Men And A Truck, a home and business moving company, is pleased to announce the addition of a new employee at the St. Louis office. Jennifer Pogue, 29, of Fenton, was named Marketing Manager for Two Men and a Truck. As a Marketing Manager, Pogue will now be overseeing the company’s marketing functions, including networking, advertising, sponsorship, charity involvement and more. Pogue has a wealth of sales

and marketing experience, which Two Men and a Truck hopes to capitalize on and promote their successful moving company further.



THANK YOU

Stephanie Austermann, R.N., left, and Deb Weingartner, R.N., help 7-year-old Claib Harlan, of Fenton, select a stuffed animal from among those recently donated to the new Cardinal Glennon Pediatric Emergency Care at **St. Anthony’s Medical Center** by residents of the Green Park Senior Living Community in south St. Louis County. As part of “Project Plush for Valentine’s Day,” the center’s residents demonstrated their kindness by contributing the money to buy the stuffed animals for the pediatric emergency department to distribute to its young patients.

Thanks to **Einstein Bros. Bagels of Kirkwood** for providing a delicious lunch at the March Board of Director’s Meeting. We appreciate you.



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CONNECTIONS

“Checking Out The Latest”

by Barb Byerly
BJB Creative Services

When it comes to being go-getters, Mike and Bill Bales deserve a gold star. As co-owners of **Bales, LLC**, these brothers are busy getting clients lined up for their handyman service and each brings a lot of talent and experience to the business. Mike’s also Director of Safety and Security for Kirkwood School District, so he gets everything in place to keep students, staff and visitors safe. And in his former position as a **Kirkwood Police Officer** for 17 years, he was busy getting bad guys off the streets. Bill got a lot of valuable experience while serving as building commissioner for the cities of Clayton and Rock Hill. Plus, as a councilman in St John, he gets to serve the needs of residents. Along with the taglines of “Your handyman 4 hire” and “Junkman 4 hire,” and hiring competent, trustworthy, dependable workers, it’s no surprise the business has steadily grown for the past eight years. “Bill and I saw a real need for handyman service for full property service,” he says. Mike reports they joined the Kirkwood-Des Peres Chamber because he knows what an active organization it is, the strong ties it has with the area, how it encourages members to work together and the opportunities it provides for promoting relationships. Hmm, sounds like the Chamber is a go-getter itself. Although he already knows a lot of Chamber members, Mike’s looking forward to meeting more so please “go-get” an intro and handshake with him at the next Chamber meeting. In the meantime, you can contact Bales at info@balesonline.com

Dulce Dayawon watched the inauguration of President Barrack Obama with special interest because her family and his share a unique connection. It began while Dulce, her hub Miguel

and four children were living in Honolulu, Hawaii for several years while Miguel was on assignment for an international corporation. During this time, one of their children, Linda, attended Punahoa, an exclusive private high school which has become well known for having the President among its alums. “He graduated in 1979 and his half-sister, Maya Soetaro, was a freshman classmate of our daughter, Linda. A lot of Hawaiian Olympic athletes are also alums,” she reports. Rather than learning to surf on Waikiki or becoming a great hula performer, Dulce turned her own personal experience in Hawaii into something memorable because it was in this beautiful part of the world where her interest in becoming a real estate professional began, leading her to be the highly successful owner/broker of **Day One Realty**.

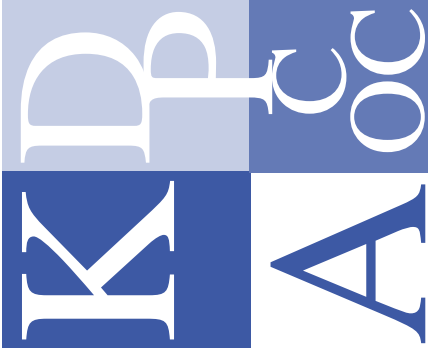
Remember the 60’s ‘70’s? Ah yes, it was the era of interesting hairstyles; leisure suits and had-to-have mood rings. It was also the period when the Cities of Glendale and Kirkwood had some outstanding folks join their teams. **Glendale Police Chief Rich Black** has been on duty for 40 years and **Kirkwood Police Officer Cliff Kierstead** for 35 years. Both remain as enthusiastic about their profession as they were in 1969 and 1974.

Rich was raised in Jacksonville, Florida but happily made his way to Glendale. He’s been married for nearly 40 years to the lovely Mary, has two beautiful daughters, Katie and Alicia, one handsome son, Matt and four adorable grandchildren, Maggie; Maura Grace; Emilia and Max.

Cliff was raised in Kirkwood and is a KHS grad. His mother, also a KHS grad, was a WWII Staff Sergeant in the US Marine Corps. Following her return to civilian life, and before getting married, she set up a photo shop on W. Argonne called Beerman Studio. Cliff’s parents operated the business and the family lived upstairs. Cliff and his lovely wife, Terri, married in 1985 and have three handsome sons, Michael, Kyle and Zachary. Congratulations to this fine duo and thanks for their great service!

These three Chamber members are settled in very sweet-suites after making a recent move into new quarters. According to Jim Matush, **Trinity Wealth Advisors** is now located at 132 W Washington, Suite 200, in Kirkwood, 966.0033. Dr Frank Mistretta reports **Mistretta Chiropractic** is delighted with its new spot at 206 W Argonne, Suite 101, Kirkwood, 966.4300. Scott Stream is feeling the benefits of **Stream Benefits Group’s** new location at 206 W Argonne, Suite 102, Kirkwood, 965-4800. Congratulations!





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