

GREATER BARRINGTON CHAMBER OF COMMERCE  
"REVIEW" - OCTOBER 2011

**2011-2012  
Board Of Directors**

**Officers**

Chair Person  
Layne Case

Vice Chair Person  
Joanne Randall

Past Chair Person  
Keith Newton

Treasurer  
Kathy Foster

Secretary  
Linda Sunderland

Administrative Assistant  
Denise Rybinski

**At Large Members**

Darlene Doughty  
Jonathon O'Malley  
Jim Schwartz  
Ron St. Jean

**IMPORTANT MEMBERSHIP LUNCHEON**

Please be sure to attend the  
**October Membership Luncheon**  
**Oct 5th, 11:30-1pm**  
**at Millo's Pizza & Grill.**

Members will vote to approve  
**(1) The 2012 Chamber Budget**

*Per our bylaws,  
we must have at least 10% of our membership  
represented at this meeting.  
Please do not assume other members  
will be there to meet that requirement.*

*If you are planning on attending this luncheon and would like to  
have a copy of the budget at that meeting,  
please plan to bring the 2012 Budget Insert from this newsletter.*

**CHAMBER COMMUNITY EXPO**

**Held on September 24, 2011 was a HUGE success!**

Chamber Members...  
we hope this was a great opportunity for you to promote your business.  
Thank you for supporting our efforts.

The Barrington School Foundation will be the recipient of a donation  
which is awarded each year as a result of this event.

Final results of the Dessert/Appetizer Tasting Contest  
were not available at the "writing" of this publication.  
We will announce in our November newsletter!

**PLEASE NOTE!**

Inserts and any information  
for the newsletter  
**MUST BE IN THE OFFICE  
NO LATER THAN THE  
15th OF THE PREVIOUS  
MONTH to guarantee it will  
be included!!!**  
**YOU MUST CONTACT  
THE OFFICE THE FIRST  
OF THE MONTH TO SEE  
IF THERE IS SPACE FOR  
YOUR INSERT.**

This newsletter is sponsored by



Route 125  
PO Box 70  
Barrington NH 03825  
(603) 664-9327

THANK YOU TO OUR SPONSOR!

# MARK YOUR CALENDAR!

**IMPORTANT!!!**

**Chamber Member Luncheon**  
**1st Wed of the Month**  
**October 5th**  
 at  
**Millo's Pizza and Grill**  
 90 Calef Highway  
**11:30am-1pm**

**Chamber BAH**  
**2nd Tue of the Month**  
**October 11th**  
 hosted by  
**Buyer's Central and**  
**Carabell Photography**  
**@ the Chamber**  
**5-7pm**

**Chamber Roundtable**  
**3rd Thurs of the Month**  
**October 20th**  
**at the Chamber**  
 970 Calef Highway, Barrington  
 (Brown Bag Lunch)  
**12-1pm**

## THE MEMBER'S CORNER

### Building Business Confidence & Credibility

Amy Spainhower, Wedgewood Graphic Design

Good first impressions are critical when making initial contact with a new prospect. Basic foundation elements such as a logo and business "look and feel" on a business card, brochure, sales kit/presentation or website, will make your marketing easier and your image appealing and professional. Your unique, recognizable look will attract clients with ease while increasing confidence and credibility in your business.

Imagine this scenario—you and your spouse are buying a house. You need to meet and interview different service professionals (real estate agent, mortgage rep, building contractor, financial institution). You arrive at a nice building; are greeted by smiling faces; get a tour of the facility; discuss services/credentials; review your list of questions; and take copious notes.

Now you meet with a second group of professionals, receive the same impression of the facility, feel the same warmth and kindness, tour the facility, and think to yourself "what a tough decision we have to make".

This time, when reviewing services/credentials, the representative gives you a professional sales kit. Inside are photos of the individual and facility, and a list of products and services with an explanation of each. Also included is a list of frequently asked questions as well as photos of previous clients with quotes and testimonials.

When you return home that evening, you have a kit full of information to review. What a handy tool that sales kit will be during the decision making process. Not only do you have something to review that reminds you of your experience and visit, but, you have key facts and photos about the business.

Once you experience great service from that professional, you now have information to pass along to family and friends. Think about what an impact this sales kit has made and the influence it would make on many others.

**FREE advertising when you write a short article for our newsletter! All articles must be 350 words or less. Topics to choose from: write about a member benefit; give some business advice; or give a testimonial about our Chamber. Send via email to [administrator@barringtonchamber.org](mailto:administrator@barringtonchamber.org) by the 15th of the month.**

*(Note: All articles are subject to editing based on space availability.)*

## From OUR CHAMBER OFFICE

**OFFICE HOURS** - The Chamber's office hours are M-W-F from 9-12pm. Please keep this in mind when you contact the office. We will do our best to get back to you as soon as possible.

**E-BLAST** - If you are not receiving our bi-monthly e-blast, please contact Denise. These are used to announce Chamber events and specials. They are also used to announce any award or achievement you and/or your business has received.

**USE OF OFFICE SPACE** - One of the benefits members receive is free use of the office space. If you would like to use the space during or after hours, please be sure to contact Denise to reserve the space and make arrangements for access. Please do not assume it is available and accessible without checking in with her first. **REMINDER** - use of the space does not include office equipment or supplies. We ask you to bring your own coffee, drinks, refreshments and paper goods if you need them. And, please take away any trash generate by workshops and larger events. Also, please respect the "administrator's space". Consider this "office door" closed. Thank you!!!

**NEWSLETTER INSERTS** - Reminder, there are only four (4) inserts per issue available to our members. Please be sure to contact the office to see if there is a space available. Inserts need to be IN THE OFFICE by the 15th of each month to guarantee you still have the space and they will be included in the newsletter. This time is needed to have plenty of time to prepare the newsletter. If you anticipate a problem, please contact the office immediately. We will do whatever we can to work with you but we do have time constraints. Thank you for your understanding and cooperation.



# Greater Barrington Chamber of Commerce

*The Environment for Business*

PO Box 363  
Barrington, NH 03825  
(603) 664-2200  
[www.barringtonchamber.org](http://www.barringtonchamber.org)

*Has your business moved? Or your email address changed? New website address? Did you update your listing on our website? Please call the Chamber at 664-2200 or email [administrator@barringtonchamber.org](mailto:administrator@barringtonchamber.org) with your updated information!*

## MEMBER TO MEMBER DISCOUNTS

**FREE ADVERTISING TO OUR MEMBERS!!! JUST FILL OUT THE MEMBER TO MEMBERS DISCOUNT FORM!!!**

**AMITY Publications**– 10% off of all literacy programs and books. Contact Layne Case @ (603)664-9138.

**A Nu Du Inc.** - \$2 off hair, nail, and feet salon services (first time clients/selective stylist) Contact Teri Weitzman-Filip @ (603)868-5532.

**Avon Products Inc** - 10% off all orders (does not apply to online or fundraising orders). Contact Mary Jane Coker @ (603)335-4520.

**Barbara Cosgrove-Schwartz Design, LLC**– Free in-home consultation; 10% off all custom window treatment orders. Contact Barbara Cosgrove @ (603)781-8037.

**Darlene Doughty Design** - 10% discount off hourly rate of all design services. Contact Darlene Doughty @ (603)343-3533.

**Frank Jones Restaurant & Pub** ( 556 Calef Highway, Barrington) - \$4 gift card when you spend \$30. Phone: (603)664-7400.

**Great Bay Coffee News**–20% off advertising rates for Barrington/Lee edition. Contact Roy Fairbanks @ (603) 923-3063 Expires 12/31/11

**Heirloom Appraisals & Sales Service** - 10% off cost of services. Contact Heather Alexander @ (603)781-4308.

**Quest Martial Arts Academy, LLC** –one free month of lessons with 6 month enrollment in the beginner program (new students only– may not be combined with any other offers or discounts). Contact Lynda Nelson @ (603)664-2332

**Scent-Sations, Inc. - Independent Distributor Deb Clough** – 10% off all orders over \$15.00 (not valid for online orders or fundraisers). Free delivery to chamber office! Contact Deb Clough @ (603)799-2162.

**Sterling Solutions**–20% off services for website/e-commerce development; 1 hr free consult. Contact Nancy Saint @ (207)439-7603

**Wedgewood Graphic Design, LLC** - 15% discount on all design projects and hourly design rates. Contact Amy Spainhower @ (603)664-5633