

GREATER BARRINGTON CHAMBER OF COMMERCE
"REVIEW" - SEPTEMBER 2011

Your 2010-2011 Leaders

Officers

Chair Person

Brian Settele

Vice Chair Person

Debra Poulin-Belair

Past Chair Person

Keith Newton

Treasurer

Kathy Foster

Secretary

Linda Sunderland

Administrative Assistant

Denise Rybinski

At Large

Board Members

Layne Case

Ron St. Jean

Jim Schwartz

* **IMPORTANT MEMBERSHIP LUNCHEON** *

Please be sure to attend the
September Membership Luncheon
Sept 7th, 11:30-1pm
at J&J's Family Restaurant.

This meeting will include our annual meeting.
Members will vote to approve
(1) The 2012 Chamber Budget
(2) The nominations for the
2011-2012 Board of Directors.

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 unable to attend, please be sure to submit your vote via the ballot inside. Your participation is needed.

* **CHAMBER COMMUNITY EXPO** *

September 24, 2011

@ the Barrington Middle School from 1-6pm

Cooking Demo

Chef Oonagh Williams, WMUR TV

Dance Group

Wildlife Encounters

Martial Arts Demo

BMS School Band

Our famous "Dessert/Appetizer Tasting Contest"

Silent Auction and chance to win 42" LCD HD TV!

Our member table fee is only \$50.

YOU DON'T WANT TO MISS BEING A PART OF THIS EVENT!

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
September 7th
 at
J&J's Family Restaurant
 90 Calef Highway
11:30am-1pm

Chamber BAH
2nd Tue of the Month
September 13th
 hosted by
Sterling Solutions
 at the Chamber
5-7pm

Chamber Roundtable
3rd Thurs of the Month
September 15th
 at the Chamber
 970 Calef Highway, Barrington
 (Brown Bag Lunch)
12-1pm

THE MEMBER'S CORNER

Maximize Your Exposure @ Our Business Expo

Traci Bisson, Coastline Signs, LLC

There are several business expos taking place this fall. Our Chamber's 3rd annual Community Expo is right around the corner. Here are five tips to consider in order to maximize your "exposure":

Professional Signage for Your Booth – A well designed booth conveys positive things about your company, including you care about your image and take the same time and care when working with your customers. Signage might include a header for your booth or something more elaborate that can hang. Booth signs that are lit, or made from individually cut letters, can help you stand out from the crowd. Hire a company if you feel overwhelmed.

Marketing Materials – Take time to plan what handouts, brochures, giveaways with your company information (like pens, magnets, or other use items) you will have for visitors to take. Run a video to explain what you offer or how your product works. And, don't forget those extra business cards to hand out.

Drawing – Use a fish bowl or another container to collect business cards and information from visitors. Provide a sign up form or slips of paper to those who do not carry a business card. The drawing should be something of value to the visitor – gift basket, gift certificate, gas card, etc. These will attract more interest. Consider getting them from other Chamber members.

Networking – it is important to network with your visitors. Stand by your table, hand out marketing material, invite them to enter the drawing. Strike up some conversation, then make a few notes on the back of business cards. Visiting other exhibitors is also important. Try to have someone with you so your booth is never unattended. Or offer to watch your neighbor's booth in exchange for the favor.

After the Expo – Follow up with the contacts you made. Call the winner of your drawing. Send thank you notes to people who visited your booth and left their information. Enter names and addresses into your database. Periodically contact them to remind them about your product or service a few times a year.

FREE advertising when you write a short article for our newsletter! Send a short paragraph about a member benefit, give some business advice or a testimonial about our Chamber via email to administrator@barringtonchamber.org by the 15th of the month and we'll print it in the newsletter.

(Note: All articles must be 350 words or less and 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.

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, 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 - We are thrilled that members are taking advantage of using our newsletter by submitting inserts. However, we are only able to include seven (7) inserts per issue. Three (3) of those are designated for the chamber. Four (4) are for our members.

You must 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. 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. (PS The same deadline applies to the "Member's Corner" article.

ONE MINUTE PRESENTATIONS - If you attended our August Membership luncheon, you saw how fun it was when members used food items to aid in their 1 minute presentation. Please consider joining them. Not only does this benefit the Barrington Food Panty but it helps you think out of the box and makes your business stand out. PS Volunteers are also needed at the Food Panty which is open every Thursday from 6-7:30pm.

WELCOME TO OUR NEW MEMBERS!!!

Bowen Therapy w/Ainslee Farrington
Ainslee Farrington
PO Box 438
Strafford, NH 03844
Ph: (603) 833-3596
ainslee@mail.com
www.bowenwork.com

Coastline Signs, LLC
Ben Adams
94 Wildcat Rd.
Barrington, NH 03825
Ph: (603) 325-4545
info@coastlinesignsllc.com
www.coastlinesignsllc.com

The Fabric Garden
Katrina Rhodes
1229 Calef Hwy
Barrington, NH 03825
Ph: (603) 868-1514
krhodes@metrocast.net
www.myfabricgarden.com

Diane Marsden Estate Sales & Appraisals, LLC
Diane Marsden
13 Clark Lane
Barrington, NH 03825
Ph: (603) 868-1067
dmarsden@metrocast.net

Miche Bag
Darlene Narbonne
5B Kingston Way
Hudson, NH 03051
Ph: (603) 809-8055
miches4u@hyahoo.com
www.my.michebag.com/darlene_narbonne

RETURNING CHAMBER MEMBERS

Barrington Family Eyecare
Horseshoes Plus. Inc.
Met Life—Scott Demers
My Jewel Garden
Top of the Ridge Chimney Services, Inc.

Cottage Spirit Gift Shop
Mary Kay—Angela MacKinnon
Middleton Chiropractic at Barrington
Rivet Landscaping

Thank you for your continued Support!

CHAMBER RAFFLE

This fundraiser is new to our Chamber this year.

In order for it to be successful,
we need all our members to make every effort to sell tickets.

Each ticket is only \$5 each. Winner receives \$500 worth of oil/propane.

Not a bad return in this economy!!!

Please return stubs with cash/check or unsold tickets to the Chamber office

No Later Than Sept 16th.

Winner to be announced at the Expo on Sept 24th.

Any questions or if you need more tickets, contact Layne Case at 664-9138 or
via email at info@amitypublications.com.



Greater Barrington Chamber of Commerce

The Environment for Business

PO Box 363
Barrington, NH 03825
(603) 664-2200
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 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.

The Pampered Chef - Rita Currier - Free Cooking Show (Recipe choice and ingredients provided by The Pampered Chef). Contact Rita Currier @ (603)785-7364.

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/ecommerce 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