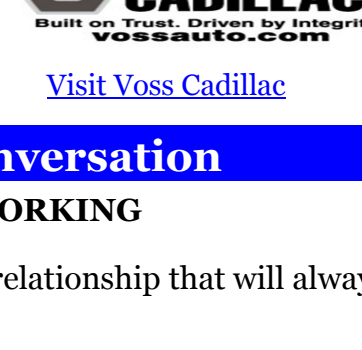


Visit Voss Auto



Visit Voss Cadillac

My Side of the Conversation

THE ART OF NETWORKING

Networking is the foundation of the customer/business relationship that will always stand the test of time.

By developing a friendly, courteous relationship with a potential client, or for a great business partnership, you will certainly enjoy worthwhile results.

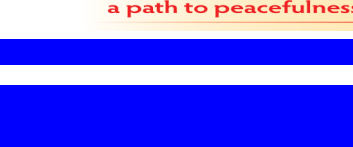
There is a tendency to shortcut with texts or electronic blasts or generic posts. However, these non-personal contacts are easy to ignore and often do not survive the spam folders. Good customers deserve better.

Successful contacts are always instantly measurable with a simple phone call, a follow up message, a meeting for coffee, or face-to-face meetings.

Make a professional impression, outclass your competition. Get personal!

A great handshake, warm greetings, name recognition, keeping in touch by phone are not "out of date or old fashioned." They are still successful, well proven pathways to strong professional business and sales relationships.

Polish up your customer service skills and enjoy customer retention and success.

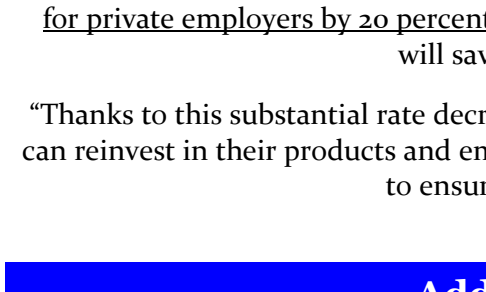


Remember the time change on March 10th

Julia Maxton, President



Congratulations! to Family's of Addicts, Business of the Year 2018



This month we are continuing our new feature called "WHERE AM I". Each month we will feature a landmark or icon from one of our municipalities. We hope that you will enjoy seeing treasures of art and architecture that exemplify the history of our local area. Please feel free to contact the Chamber Office if you have any suggestions for this feature.

BWC ANNOUNCEMENT

Governor DeWine Issues Statement on BWC Rate Decrease for Private Employers

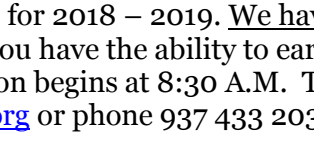
(COLUMBUS, Ohio)—Ohio Governor Mike DeWine today issued the following statement in response to the decision of the Ohio Bureau of Workers' Compensation Board of Directors to reduce average premium rates for private employers by 20 percent. The cut is the largest private employer rate cut in nearly 60 years and will save these employers more than \$200 million.

"Thanks to this substantial rate decrease, Ohio's private employers will see significant cost-savings that they can reinvest in their products and employees," said Governor DeWine. "This is a positive step toward helping to ensure that Ohio's economy continues to thrive."

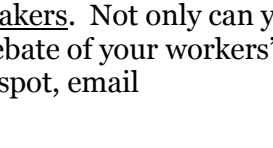
Additional Newsletter Sponsors



Visit Thompson



Visit Key-Ads



Contact Tech2bit

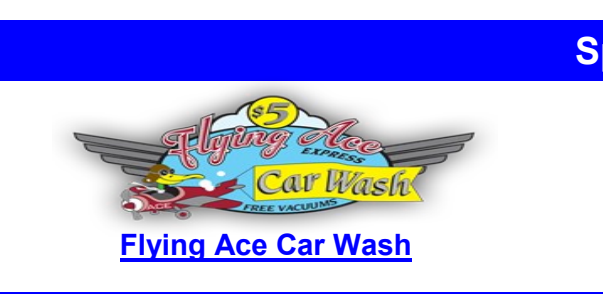
Safety Council Speakers and Information

All South Metro Regional Safety Council Meetings are held at Miami Valley Hospital South, Bed Tower Conference Room, and begin at 8:15 A.M. with networking and light breakfast. Please feel free to join us for our next meeting on March 14th. What is the South Metro Regional Safety Council? It is a means to gain pertinent information to improve safety and wellbeing in the work place. It is a way for owners and managers to improve workplace conditions. If you have 7 or more employees, you need to consider becoming part of the South Metro Regional Safety Council for 2018 – 2019. We have excellent speakers. Not only can you provide a safer work environment, but you have the ability to earn a 2% to 4% rebate of your workers' compensation premium. The presentation begins at 8:30 A.M. To reserve your spot, email info@southmetroregionalsafetycouncil.org or phone 937 433 2032 ext. 200.

- March 14, 2019 Michael Kerr, MAKsolve LLC, Topic "OSHA Update: What's Hot and What's Coming Down the Pike"
- April 11, 2019 Michelle Bach, Attorney Coolidge Wall Co., LLC Topic "The Tricky Triangle of ADA, FMLA and Workers' Compensation Absences"
- May 9, 2019 CEO Meeting with presentation by Jennifer Brill "Medical Marijuana Where are We"

You do not have to be a member of the Safety Council to attend the meetings.

February Ribbon Cuttings



BRIGHTVIEW HEALTH



SPA EXPRESS

Sponsors

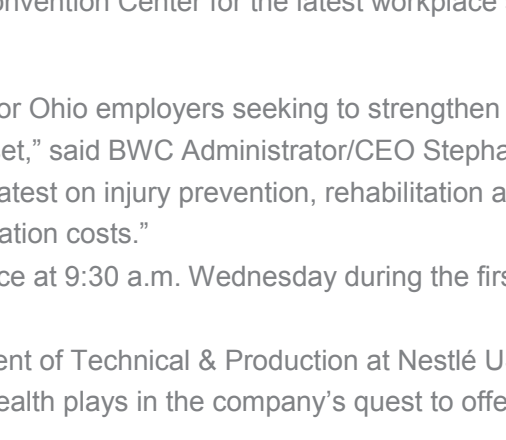


Visit Flying Ace Car Wash



Visit St. Leonard

OHIO BWC SAFETY CONGRESS



The countdown to 2019 Ohio Safety Congress & Expo (OSC19) is on. We hope to see you in Columbus March 6-8 at the Greater Columbus Convention Center for the latest workplace safety and health training, education and resources.

"There is no better conference for Ohio employers seeking to strengthen their safety programs and rally their workforce to a safety-first mindset," said BWC Administrator/CEO Stephanie McCloud. "Every employer should consider attending to learn the latest on injury prevention, rehabilitation and return-to-work strategies, all critical to containing workers' compensation costs."

McCloud will open the conference at 9:30 a.m. Wednesday during the first General Session. Other scheduled keynote speakers include:

Michael Nelson, Jr., vice president of Technical & Production at Nestlé USA — Nelson will discuss the critical role workplace safety and health plays in the company's quest to offer high-quality products that are essential to living well.

Collette Carlson, founder of Speak Your Truth, Inc. — Carlson will discuss connecting and communicating to form crucial relationships that drive productivity, engagement and collaboration.

There is no fee to attend OSC19, which includes more than 200 educational sessions presented by experts from across the country. Live demonstrations include proper chainsaw felling techniques, fire extinguisher use, cooking with fire and working with electricity. In addition, an expo marketplace will also host 300 exhibitors.

Registration is available at ohiosafetycongress.com.

BWC News

Be sure that you are current and up-to-date on the latest from the Ohio Bureau of Workers' Compensation, check out or sign up to receive the Bureau's monthly news briefs.

This not only contains pertinent information from the Bureau but it also allows you to sign up for various webinars on timely topics. Some have been on the BWC's pledge to an additional \$500,000 to help law enforcement purchase body armor, safety updates and Better You Better Ohio health and wellness program.

There is no cost to participate in the Better You, Better Ohio Program and it rewards your employees for their participation. Check it out on the BWC website at www.info.bwc.ohio.gov

Member to Member

There are several new member benefits under the member to member tab on the website at www.smrcc.org. Including the new Prescription plan, the Chamber Anthem MEWA health care, ID and Legal Shield protection plans and more. We are constantly adding new benefits and offers that are designed to assist our members to become healthier, more secure and to potentially provide savings that can bring more to your bottom line. Check them out today!

Welcome our newest Members

We are pleased to welcome:

- Brightview Health
- American Family Ins.
- Spa Express
- Wellness 1 Pharmacy
- Ten Eleven Investments
- Baker Electric
- Spa Express
- Sakara Salon
- M & R Wedding
- Dale Barry Realtor
- Lung Center of America
- Randall Residence Centerville
- Stephens Restoration
- Dayton Western & Southern
- Outback Steak House
- Abbey Credit Union
- Saxon Financial
- Brachman & Company

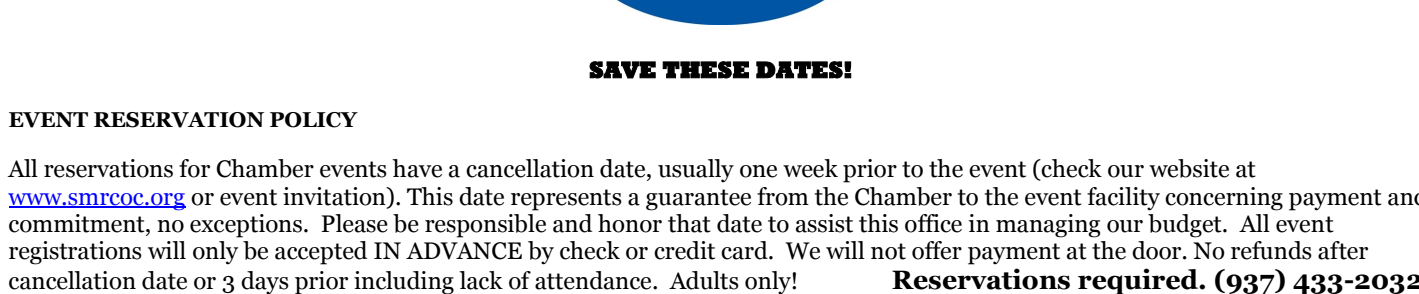
Chamber Raffle

The Chamber is holding a raffle for great prizes including a home wireless surveillance system, (donated by Incenta Rewards) a gift basket from Clear My Head filled with an assortment of products, a free table display at the Business Showcase and two free tickets to the August 15th Metro Breakfast. Tickets are three for \$10.00 (please supply 3 business cards or any card with your name phone number and email) and entries will be accepted until May 13, 2019. The drawing will take place at the Chamber Night at the Dragons on May 20, 2019.

Winners need not have to be present to win and will be notified the week of May 20th after the drawing. Prizes may be picked up at the Chamber office at 332 Congress Park Dr. Suite B

You can enter on line at www.smrcc.org. Go to make payment and enter quantity 3, price \$10 and description raffle. Three cards will be entered in your name.

Save the date for this annual event



South Metro Area Chamber of Commerce

Networking Night at Fifth Third Field

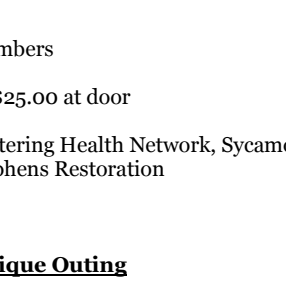
Monday, May 20, 2019

7:00 PM (Gates open at 6:00 PM)

For only \$25 you receive: Game ticket to Luxury Suite, Souvenir Dragons Hat, Complimentary Food and Beverage, 2 Adult Drink Tickets and most of all a fun time to network with your fellow members. To make your reservation contact: Randy.stites@daytondragons.com or phone (937) 228 2287 ext. 146

SOUTH METRO REGIONAL CHAMBER OF COMMERCE

2019 CALENDAR OF EVENTS SPONSORED BY



SAVE THESE DATES!

EVENT RESERVATION POLICY

All reservations for Chamber events have a cancellation date, usually one week prior to the event (check our website at www.smrcc.org or event invitation). This date represents a guarantee from the Chamber to the event facility concerning payment and commitment, no exceptions. Please be responsible and honor that date to assist this office in managing our budget. All event registrations will only be accepted IN ADVANCE by check or credit card. We will not offer payment at the door. No refunds after cancellation date or 3 days prior including lack of attendance. Adults only! **Reservations required. (937) 433-2032 x 200**

Date	Event	Location
Thursday	Safety Council Meetings (Improve Workplace Safety)	
Jan 10, Feb 14, March 14,	Events & Programs will be held from 8:30-9:30 a.m. (Starts 8:30 Sharp)	Miami Valley Hospital South (Bed Tower Entrance)
April 11, May 9, June 13,	Safety Council Members - \$15.00/ Non Safety Council Members - \$20.00	2400 Miami Valley Dr.
July 11, Aug 8, Sept 12	Must RSVP - 433-2032 x 200	Centerville
Oct 10,, Nov 14, Dec 12	Sponsored By: Miami Valley Hospital South, Hunter Consulting Co., Thompson Hine LLP, Key Ads	
Wednesday	Impact Your Business with Digital Marketing	
February 20	Join the ABC22/FOX 45 Digital Marketing pros to learn the TOP FIVE TIPS on how to GROW YOUR BUSINESS NOW /7:45 a.m. - 9:15 a.m. . No Charge Event (limited seating) Must RSVP 433-2032 x 200	ABC22/FOX 45 2245 Corporate Place Miamisburg
April 17	Metro Breakfast	
June 26	FEATURING IMPORTANT SPEAKERS ON MAJOR TOPICS	Sycamore Medical Center (4 th Floor)
August 15	Breakfast Buffet/Networking: 7:30 a.m. Speaker: 8:00 - 9:00 a.m. \$17.00 per person /Members \$20.00 per person/ Non Members Members / Non Members - \$25.00 at door	4000 Miamisburg Centerville Rd. Miamisburg
Reservations Required. Hosted By: Kettering Health Network, Sycamore Medical Center/ Sponsored By: Flying Ace Express Car Wash, St. Leonard, Active Electric, Stephens Restoration		
Monday	Dayton Dragons Unique Outing	Fifth Third Field
May 20	Contact Randy Stites 937-228-2287 X 146	6:00 - End of Game - Dragons vs Lake County Dayton \$25.00 per person - MUST RSVP
Night Includes: 1 Suite/Party Deck/Ticket for Game, Unlimited Food & Nonalcoholic Beverages, 2 Alcoholic Drink Tickets, A chance to win Dragons merchandise, Great Networking with Chamber randy.stites@daytondragons.com		
Thursday	Business-To-Business Showcase	Miami Valley Hospital South
September 26	5:00-7:00 p.m. Admission: No Charge Members - \$100.00 per 6' display table - Non Members \$175.00 per 6' display table Call for more information - (937) 433-2032 x 100 Sponsored By: Miami Valley Hospital South Please RSVP 433-2032 x 200	2400 Miami Valley Dr. Centerville
Wednesday	Annual Breakfast & Business Awards	NCR Country Club
October 30	7:30 a.m. - 9:15 a.m. No payment at the door Please RSVP 433 2032 ext 200 or email info@smrcc.org	4435 Dogwood Trail Kettering
Sponsored by *DP&L, Hunter Consulting Co., *Kettering Health Network, Nova Creative Group, Key Ads, Voss Auto Network, Thompson Hine LLP, Tech2bit, Flying Ace Express Car Wash, St. Leonard, Miami Valley Hospital South, Wright Patt Credit Union, Active Electric, Givens Voice and Data, LLC, Spectrum Reach, Lizard Apparel & Promotions, LLC, Stephens Restoration (*Pending), 3-2032 x 200		
South Metro Chamber 2019 Business Open Houses & Ribbon Cuttings!		
Thursday	Business Open House	Zig Zag Gallery
November 7	5:00 - 7:00 p.m. Must RSVP 433-2032 x 200/ NO CHARGE EVENT!	Zig Zag Gallery (Holiday Kick Off) 101 E. Alex Bell Rd., Ste. 172 Centerville 45459

Use our convenient reservation line - (937) 433-2032 ext 200 for quick registration

AS A COURTESY - RESERVATIONS REQUIRED - ADULTS ONLY

Calendar subject to change. Regular updates will be available. Check web site for new additions!

We want to thank our generous sponsors for making our 2019 events possible: *DP&L, Hunter Consulting Co., *Kettering Health Network, Nova Creative Group, Key Ads, Voss Auto Network, Thompson Hine LLP, Tech2bit, Flying Ace Express Car Wash, St. Leonard, Miami Valley Hospital South, Wright Patt Credit Union, Active Electric, Givens Voice and Data, LLC, Spectrum Reach, Lizard Apparel & Promotions, LLC, Stephens Restoration (*Pending)

Business of the Year 2018 - FOA Families of Addicts

We now accept online payments www.smrcc.org

Questions? Call 433-2032 ext 100