



ERIE COUNTY CHAMBER of COMMERCE

604 W. WASHINGTON STREET, SANDUSKY, OH 44870
(419) 625-6421 ERIECOUNTYCHAMBER.COM



*Congratulations
to
Joe Hayberger*



The Erie County Chamber of Commerce has selected Joe Hayberger as our 2021 NOACC Chamber Bright Star. Through his volunteering and dedication, Joe has helped our chamber achieve success and deserves public recognition.



Please join us in
congratulating Joe Hayberger!

UPCOMING CHAMBER EVENTS:

BUSINESS AFTER HOURS AT 1826 PHOTOGRAPHIC

When: Thurs., August 12

Time: 5pm to 7pm

Where: 1826 Photographic
3406 Hayes Avenue, Sandusky, OH

[Click here to learn more](#)

2021 CHAMBER GOLF CLASSIC

When: Mon., August 16

Time: 8:30am to 3pm

Where: Plumb Brook Country Club
3712 Galloway Rd., Sandusky, OH

[Click here to learn more](#)

BUSINESS AFTER HOURS AT MAD RIVER HARLEY- DAVIDSON

When: Tues., September 14

Time: 5pm to 7pm

Where: Mad River Harley-Davidson
5316 Milan Road, Sandusky, OH

[Click here to learn more](#)



**“SUCCESS IS NOT FINAL;
FAILURE IS NOT FATAL: IT
IS THE COURAGE TO
CONTINUE THAT COUNTS.”
– WINSTON CHURCHILL**

5 Types of Effective Storytelling for Your Business

Do you watch America’s Got Talent? Or how about American Idol? The Olympics? The MLB All-star Game?

These competitions all have something in common.

They tell stories. If you watch them, none of them are solid, hours upon hours of broadcasted competition. Mixed in with commercials and the performances, the producers choose to interlace storytelling because it’s relatable. It draws people in. Storytelling can take a good performance and turn it into something we think about for the rest of the day.

You can do this for your business too. You can turn an average experience into something amazing when your audience knows where you are coming from with storytelling.

Telling your business story is not (just) about how you started and where you came from, nor should it always be about how awesome you are (highlight how you help people and how awesome they are. Check out [Modelo beer commercials](#) for a good example of this.).

Effective business storytelling keeps telling stories throughout your content, so you’ll need more than one story to keep people interested.

Here are a few ideas to add to your content. Keep in mind business storytelling should never be fiction. If you haven’t experienced the type of stories listed below, skip over them. You don’t want to tell your audience something that isn’t true for the sake of crafting a moving story.

5 Types of Effective Storytelling for Your Business

The Underdog

Americans love an underdog, a come from behind triumph. Whether it's David and Goliath or the story of the tortoise and the hare, we want to believe that with hard work and dedication you can beat the odds. Share how you have overcome a huge hurdle to be the success you are now.

The Heartbreak

We all face heartbreak. Sometimes it's in the form of a lost love or the death of someone close. How did that heartbreak motivate you in your business? Maybe your grandparent passed away and left you money to start a business because they believed in you. Or maybe you realized your gift after the death of a loved one forced you in that direction to support your family like writer Mary Higgins Clark did.

Whatever your heartbreak was that motivated you, people identify with heartbreak and are inspired by picking up after it and rebuilding a life. You never know who needs to hear that message.

The Setback

What setback have you undergone in business? Did you have to close during the pandemic? Did you sell something like your home to open a second location? What gamble did you take in business that paid off? Or what gamble did you take that didn't pay off, but you learned from it?

People love to know that success is not a linear path. To hear of the ups and downs is encouraging and inspirational. It helps people identify with you. Everyone assumes an overnight success but it's nice to know when it isn't.

The Magic Lucky Break

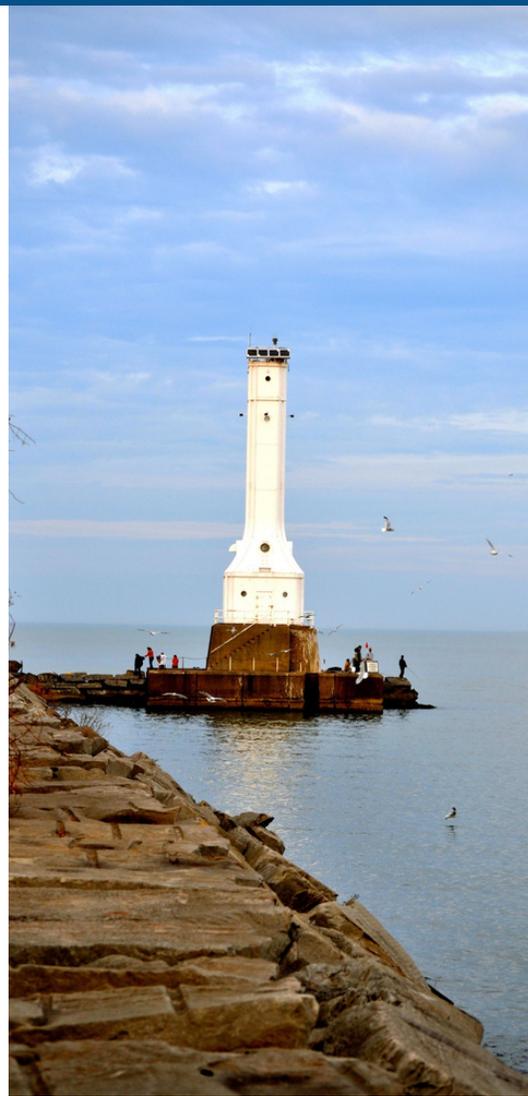
What happened in your life to give you the big break? Maybe you got to where you were because you hung in there but maybe there was also some magical luck that propelled you to success.

Maybe you were behind everyone else only to become top of the world later on? Even Tom Brady only got a chance to start in high school because his team's #1 quarterback decided he no longer loved the game moving Tom up a spot. Imagine if that had never happened.

There's no shame in admitting you got lucky because you were there. After all, you had to hang in there first before the luck could find you. That can be very inspiring for those still waiting for their break.

The Unexpected Path

There are certain paths that are accepted as the norm. For instance, a Joint Chief of Staff attending and graduating with high honors from West Point or someone attending Julliard and becoming a famous actor on Broadway.



***“BUSINESS OPPORTUNITIES
ARE LIKE BUSES, THERE’S
ALWAYS ANOTHER ONE
COMING.”***

– RICHARD BRANSON



**“EVERY PROBLEM IS A GIFT
—WITHOUT PROBLEMS WE
WOULD NOT GROW.”
– ANTHONY ROBBINS**

What is not expected is a single mom living in a car writing a book that gets rejected from 12 different publishers before getting published, and going on to become the second-highest paid author and one of the wealthiest self-made women in the world.

What path to your life was unexpected? What did you do against the grain? Were you like All-star baseball player Cedric Mullins who sat on a bench most of high school and didn't start until his senior year?

The interest is in the details. Tell your audience how you got there. Share the frustrations and the heartbreak. Try to give them the inspiration the world so needs right now.

Your story isn't over. Keep telling it and your audience will listen.

Christina R. Metcalf (formerly Green) is a marketer who enjoys using the power of story and refuses to believe meaningful copy can be written by bots. She helps chamber and small business professionals find the right words when they don't have the time or interest to do so. Christina hates exclamation points and loves road trips.

Say hi at christinametcalfauthor@gmail.com or reach out on Facebook.



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BUSINESS AFTER HOURS EVENT:

JOIN US FOR BUSINESS AFTER HOURS
AT



When: Thurs., August 12

Time: 5pm to 7pm

Where: 1826 Photographic
3406 Hayes Avenue, Sandusky, OH

PLEASE RSVP IN ADVANCE

[Click here to learn more](#)



“ALMOST EVERYTHING
WORTHWHILE CARRIES
WITH IT SOME SORT OF
RISK, WHETHER IT’S
STARTING A NEW
BUSINESS, WHETHER IT’S
LEAVING HOME, WHETHER
IT’S GETTING MARRIED,
OR WHETHER IT’S FLYING
INTO SPACE.”

– CHRIS HADFIELD





2021 ANNUAL GOLF CLASSIC



We are looking for volunteers to help at our 2021 Annual Golf Classic!

Would you like to help make the 2021 Annual Golf Classic a success this year? Consider being a volunteer for our event on Monday, August 16, 2021 at Plum Brook Country Club.

If you'd like to volunteer, please contact Kim Montana at (419) 625-6421 or email her at kimberlym@eriecounty-chamber.com.

We are looking for 1 more Golf Team!

Registration is extended to Monday, August 9, 2021

Get your golf team together to participate in our 2021 Annual Golf Classic on Monday, August 16, 2021. If you'd like to sign up a team of 4, contact Kimberly Montana at (419) 625-6421 or email her at kimberlym@eriecounty-chamber.com.

“FAR AND AWAY THE BEST PRIZE THAT LIFE OFFERS IS THE CHANCE TO WORK HARD AT WORK WORTH DOING.”

– THEODORE ROOSEVELT

MEMBER HIGHLIGHT:



WELCOME DR. KUNTE

Cleveland Cancer Center in Sandusky welcomes Medical Oncologist/Hematologist Siddharth J. Kunte, M.D. Dr. Kunte is excited to deliver cancer care to the community and have the opportunity to work with area patients, patient families, providers, and hospitals as part of the Cleveland Clinic team.



Dr. Kunte attended medical school at Maharashtra University of Health Sciences in Maharashtra, India. He completed the Internal Medicine Residency Program at St.

Luke's and Roosevelt Hospitals in New York where he also served as Chief Resident. Dr. Kunte then continued his training in the Hematology and Medical Oncology Fellowship Program at Cleveland Clinic.

In his free time, he enjoys traveling, reading, and good music.

Dr. Kunte is joining the oncology team which includes Drs. Brian Murphy, Kasra Karamlou, Vivek Abhyankar, G. Phillip Engeler, and Saju Rajan.

Cleveland Clinic is ranked No. 2 in the nation in U.S. News and World Report's 2021-2022 "Best Hospitals" ranking, and No. 5 in the nation and No. 1 in Ohio for adult cancer care. For more information, visit clevelandclinic.org/cancer

Cleveland Clinic Cancer Center in Sandusky provides the latest cancer treatment enhanced by internationally recognized research efforts, offering the most effective techniques to achieve long-term survival and improve patients' quality of life.

For more information, contact Cleveland Clinic Cancer Center at:

- 417 Quarry Lakes Drive, Sandusky, OH 44870
- <https://my.clevelandclinic.org/locations/directions/321-cleveland-clinic-cancer-center--judith-and-richard-kinzel-campus>
- [Facebook.com/ClevelandClinicInYourCommunity](https://www.facebook.com/ClevelandClinicInYourCommunity)
- (419) 626-9090



“I OWE MY SUCCESS TO HAVING LISTENED RESPECTFULLY TO THE VERY BEST ADVICE, AND THEN GOING AWAY AND DOING THE EXACT OPPOSITE.”

– G.K. CHESTERTON

Erie County Chamber of Commerce

2021 GOLF CLASSIC

**ALL INCLUSIVE TEAM FEE
PACKAGE: \$800**



Plum Brook Country Club
Monday, August 16, 2021

- 10:00AM CHECK IN BEGINS
- 10:30AM - 11:45AM LUNCH
- 12:00PM SHOTGUN START

TEAM PACKAGE INCLUDES:

- Eighteen Holes of golf for four players
- Two golf carts
- Two mulligans per player
- Skins
- Six 50/50 tickets per player (one draw)
- Coffee Station available in the clubhouse 8:00am to 11:00am
- Beer, pop, water, Gatorade, snacks, etc.
- Longhorn Steakhouse Lunch (burgers and chicken sandwiches with chips, cookies, soft drinks and beer)
- Dinner Buffet: Prime rib, chicken, garlic toast, toss salad, mashed potatoes, green beans, coffee, tea)

CASH BAR AVAILABLE

Please observe the following Plum Brook Country Club requirements:

1. Collared shirts only
2. No jeans, please
3. Soft spikes only

The Erie County Chamber of Commerce is not responsible for any loss or damages of any kind before, during, or after this event.

ROOM FOR 1 MORE TEAM!

REGISTRATION DEADLINE: MONDAY, AUGUST 9

REGISTRATION Erie County Chamber of Commerce 2021 GOLF CLASSIC

ALL INCLUSIVE TEAM FEE PACKAGE: \$800

LIST EACH PLAYER'S NAME FOR YOUR TEAM. MUST BE COMPLETED UPON REGISTRATION AND SUBMITTED ALONG WITH YOUR PAYMENT IN FULL

TEAM NAME: _____

TEAM LEADER

Player 1: _____

Player 2: _____

Company: _____

Company: _____

Address: _____

Address: _____

City, St, Zip: _____

City, St, Zip: _____

Cell Phone: _____

Cell Phone: _____

E-mail: _____

E-mail: _____

Player 3: _____

Player 4: _____

Company: _____

Company: _____

Address: _____

Address: _____

City, St, Zip: _____

City, St, Zip: _____

Cell Phone: _____

Cell Phone: _____

E-mail: _____

E-mail: _____

Team leader is to collect funds from the players and return registration and full payment to the Chamber.

PLEASE REGISTER ME FOR DINNER ONLY	\$51.50 per Individual OR \$412 for a Table of 8
NAME: _____	
COMPANY: _____	
PHONE: _____	EMAIL: _____
<input type="checkbox"/> INDIVIDUAL	<input type="checkbox"/> TABLE

NO REFUNDS CAN OR WILL BE MADE AFTER THAT DATE IN THE EVENT OF CANCELLATION



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For more information, please contact:

Kathy Kaman, Public Relations Chairman | kathy59@yahoo.com

**Zonta Club of Greater Sandusky
Jane M. Klausman Women in Business Scholarship**

Sandusky, OH – July 30, 2021 – The Zonta Club of Greater Sandusky is pleased to announce Ms. Grace L. Gillen, a Junior at Ohio Northern University, as the nominee for the 2021 Zonta District 5 Jane M. Klausman Women in Business Scholarship. Ms. Gillen is from Norwalk.

Ms. Gillen is studying Pharmaceutical and Healthcare Business with an expected graduation date of May 2023 with a BSBA Degree. She has been on the Dean's List four out of four semesters, recipient of Oglesby Construction Scholarship and has received honors from Omicron Delta Kappa Leadership Society and Slaymaker-Kinsey Award for Highest GPA. She has been active as a volunteer in the following organizations: Business Dean's Advisory Council and Business Peer Mentor; Vice President of Women in Business; Vice President in Healthcare Business Association; Vice President of Chapter Life Alpha Xi Delta; Leaders Council; Secretary of Student Senate Activities; President's Club and Orientation Leader. Once completing her undergraduate education, Ms. Gillen plans to obtain an MBA in Healthcare Management or with a healthcare focus.



The Jane M. Klausman Women in Business Scholarships is awarded to undergraduate women entering careers seeking leadership positions in business. The program ultimately seeks to influence business decisions that positively affect women by increasing the number of women in executive positions in the field of business management. Zonta International offers up to 32 scholarships of \$2,000 each at the district level and six international scholarships in the amount of \$8,000 each.

First awarded in 1998, the Women in Business Scholarship was established from a bequest by Jane M. Klausman, a member of the Zonta Club of Syracuse, NY, who was Zonta International Parliamentarian from 1990-1995. During her career, Ms. Klausman was a professional secretary, parliamentarian and entrepreneur. Since the inception of the program, Zonta has awarded 640 scholarships, totaling more than \$1.5 million, to 492 women from 58 countries. Ms. Gillen will now be eligible for the District 5 JMK Women in Business award with the District recipient then eligible for one of six Zonta International awards of \$8,000.00.

Zonta Club of Greater Sandusky has served Erie County and surrounding areas for 60 years with Zonta International celebrating 102 years of service. Zonta International is a leading global organization of professionals empowering women worldwide through service and advocacy.

MEET OUR AMBASSADORS:

Ambassadors serve as volunteer representatives for the Chamber at public and Chamber-sponsored events. They assist in the promotion, support, and development of various Chamber affairs. Ambassadors can also act as a mentor for new Chamber members.

- Robin Amequita, AAA Ohio Auto Club
 - Tami Bennett, Forever Essentials
 - Ryan Bowers, Cousino Restoration
- Yolanda Churchwell, VCVA Consulting, LLC & The Business Assistance Group, LLC
 - Glenn Donnithorne, Hilltop Energy
 - Jim Ervin, Sandusky Segwave
- Mark Harrington, U.S. Tsubaki Power Transmission
 - Joe Hayberger, Leadership Erie County
 - Kathleen Hottmann, Block Advisors
- Melanie Kempton, Re: Solutions Mediation
 - Genevieve Miller, Touch of My Own, LLC
 - Alley Patterson, Dave Proy Agency



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- Visa® Credit Cards
- Online Banking
- Popmoney
- Mobile App
- Checking Accounts
- Value Checking Plus
- Dollar Dog Kids Club

SANDUSKY
2911 Hayes Ave.

NORWALK
295 Milan Ave., Ste. C

HURON
2402 University Dr.

SANDUSKY
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VERMILION
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BWC provides at least two webinars on different safety and health topics each month. Subject matter experts share their knowledge and provide an opportunity for participants to ask questions. These lessons engage students with a variety of interactive methodologies, including whiteboard activities, polling, and chat discussions. To obtain BWC program credit, participants must complete a short knowledge assessment within the BWC Learning Management System after the webinar and earn a passing score. If the webinar provides credits the host will provide further details regarding requirements for those seeking BWC program credit or CEUs during each webinar.

Webinar	Date	Time
Engaging Millennials in Safety	Aug. 10	11:00 a.m. - 12:00 p.m.
Advice on Creating a Successful Safety & Health Management Program	Aug. 11	10:00 a.m. - 12:00 p.m.
The 7 Habits of Highly Effective Safety Teams	Aug. 12	10:00 a.m. - 11:00 a.m.
BWC Transitional Work Program and Updates	Aug. 24	11:00 a.m. - 12:00 p.m.

[Click here for Engaging Millennials](#)

[Click here for Safety & Health](#)

[Click here for The 7 Habits](#)

[Click here for Transitional Work](#)

Webinar Recording Replays

If you miss a webinar, just search "replay" in the [BWC Learning Management System](#).

1. Go to www.bwclearningcenter.com.
2. Log in or create a new account.
3. Type "replay" in the "Search Catalog" field and click the magnifying glass to search.
4. Review recordings of past webinars (no credits provided).

Virtual Training Classes

As an alternative to in-person classes, which have been canceled due to the pandemic, BWC is providing a limited number of virtual classes to meet more in-depth learning needs. Virtual classes provide the opportunity for participation and interaction consistent with the BWC classroom experience. All BWC program credits associated with a normal classroom experience are available with virtual class completion. System and participation requirements are outlined in more detail in the link for more information below.

Virtual Training Class	Date	Time
Lockout/Tagout and Safety-Related Work Practices	Aug. 4	9:30 a.m. - 1:00 p.m.
Work Zone Traffic Control and Safety	Aug. 18	9:30 a.m. - 1:00 p.m.
Confined Space Assessment and Work	Aug. 23 & 24	9:30 a.m. - 12:45 p.m.
Electrical Safety in the Workplace through Insight and Implementation of NFPA 70E	Aug. 30 & 31	9:30 a.m. - 12:45 p.m.

[Click here for more information](#)

Online E-Courses

These on-demand courses cover topics including Bloodborne Pathogens, Developing a Safety Culture, OSHA Recordkeeping 101, and others. Online course times range from 30 minutes to approximately two hours and provide the ultimate in convenience for learning at your pace and at your desired time.

[Click here for more information](#)

JOIN THE FIGHT FOR ALZHEIMER'S FIRST SURVIVOR.



ERIE SHORES/SANDUSKY

September 18, 2021

Shoreline Park

9:00 Check-In, Activities, Vendors

10:00 Opening Ceremony, Walk to Follow
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2021 **SUMMER** SEASON

FREE LIVE CONCERTS



Superstar: The Songs. The Stories. The Carpenters.

Sat., Aug. 7 at 7pm

Veterans Memorial Lake Park, Norwalk, Ohio



A Night of Americana with Hey Mavis

Sat., Sept. 18 at 6:30pm

Paper Moon Vineyards, Vermilion, Ohio



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CARL TOPILOW, MUSIC DIRECTOR AND CONDUCTOR

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FirelandsSymphony.com/concerts

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