

Announcing the 102nd Annual Meeting Speaker



"You don't think your way to success, believe your way to success or happy your way to success, you only WORK your way to success!"

2017 Annual Meeting Keynote Speaker The Pitbull of Personal Development

Larry Winget
*"The Cold Hard Ugly
Truth About Success"*

Larry Winget is a bestselling author, television personality, social commentator and internationally acclaimed speaker.

His newest book, "Grow A Pair: How To Stop Being a Victim and Take Back Your Life, Your Business and Your Sanity" is a New York Times and Wall Street Journal bestseller. He has also written five additional New York Times/Wall Street Journal bestselling books that have been translated into over 20 languages.

He is also a member of the Speaker

Hall Of Fame. Larry has starred in his own television series on A&E, two PBS specials and two CNBC specials. He has appeared on Dr. Phil, The Today Show, Tool Academy, The Big Idea, Larry King and in three national television commercials. Larry is a regular contributor on many national television news shows on the topics of success, business, personal finance, parenting and the wussification of America.

"The Cold Hard Ugly Truth About Success" is Larry's most popular keynote address and pulls material from 3 of his bestsellers, Shut Up, Stop Whining & Get A Life, It's Called Work For A Reason and People Are Idiots And I Can Prove It. In it, Larry attacks traditional business wisdom and offers simple truths in his caustic, thought-provoking, and hilarious style. He offers a realistic approach that will work for anyone, at any time and in any business. The principles he discusses are the foundation for true success and can be applied to life, money, parenting, customer service, sales, leadership and more. He is known as the Pitbull of Personal Development, the Rock star of Personal Finance and has been called the King of Common Sense and this speech reflects all of those monikers.

Larry points out the contradictions of saying we want success and practicing actions that bring about failure. His emphasis is personal responsibility, integrity, an impeccable work ethic, flexibility in a time of change, keeping a sense of humor and more. He teaches

that business improves when the people in the business improve and that everything in life gets better when we get better and nothing gets better until we get better. Winget's approach remains that WORK is the key to success: not talking about work, not having meetings about work, not writing reports about work, but WORK. Larry says, This speech has been given to nearly 400 of the Fortune 500 companies and is the foundation of Larry's approach to life, business and success. It never fails to make you think AND laugh!

The 102nd Annual Meeting is scheduled for Monday, March 13, 2017, at the Dyson Baudo Recreation Center at Marietta College. Tickets are \$60 per person and include social hour with appetizers and beverages, three course dinner, awards and program. Call the Chamber office at 740-373-5176 to make a reservation. Email at info@mariettachamber.com or online at www.mariettachamber.com.

Would your company like to be a sponsor of the event and be in the spotlight? Please call the office to find out how you can support MACC and be an exhibitor at the 102nd Annual Meeting. Last year more than 750 people attended—a great showcase for your products and services!

Call MACC today to book your tickets.
Seating is first-come, first serve!
740-373-5176

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SHOP SMALL **Small Business Saturday** **SHOP SMALL**

On Saturday, November 26, the small businesses of Marietta and surrounding areas opened their doors for shoppers in celebration of Small Business Saturday.

Merry-etta Lighted Christmas Parade & the lighting of the tree on the Armory Lawn.

American Express started the day in 2010 to promote small businesses across America and encourage people to not only shop local on that day and during the holiday season, but for the entire year. Since then, the day has grown significantly.

"We are grateful for support of the Marietta Chamber of Commerce and American Express for Small Business Saturday 2016. American Flags and Poles experienced an unbelievable day of customer traffic and sales. Our friends thanked us for being downtown. They were deliberate in their shopping by even coming in on Wednesday and Black Friday. Our thanks to all who promote and shop us for special events and year around."

Sylvi and Jim Caporale, American Flags & Poles

Small Business Saturday in Marietta was spearheaded by MACC in partnership with the Marietta/Washington County Convention & Visitors Bureau, Marietta Main Street and Clutch MOV.

Shoppers filled local stores on Friday & Saturday to find unique items and gifts. The Huntington Bank Elves were out and about handing out bags of coupons & Marietta Bucks to random shoppers. The Workingman's Store was the winner of the 2nd Annual Window Decorating Contest

& received a live 2 hour remote with WMOA. The day concluded with the



Shoppers enjoy the jewelry selection at Schafer Leather Store



Shoppers pick from a variety of handmade candles at Twisted Sisters Boutique



Shoppers look for unique gifts at Wit & Whimzy

RSVP Today!
MACC's 102nd Annual Dinner Meeting
The Mid-Ohio Valley's Largest Social Gathering!
Monday, March 13, 2017
 5-6:15 Social Time
 6:30 Dinner and Awards

2016-2017 MACC Board
Dan Harrison, Chairman of the Board
 Harrison Construction

Executive Committee

Donn Schafer, Past Chair
 Settlers Bank

David Bricker, Advocacy/Education
 Hampton Inn

Kathy Schalitz, Member Services
 The Pioneer Group

Terry Rataiczak
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Charlotte Kuehn
 RSVP Volunteer

740-373-5176; Fax: 740-373-7808
 www.mariettachamber.com



Mid Ohio Valley Safety Council

Pre-Paid Program 2017

The MOVSC Pre-Paid Program is \$168. This covers your attendance at 12 safety Council Monthly Meetings in 2017. Extra safety seminars throughout the year are not included.

- Benefits of participation include:
- No need to RSVP for a meeting.
 - Special registration table where your nametag will be waiting.
 - No more collecting an invoice at the meeting to take back.

Invoices were emailed to all participants in December. If you would like to be in the pre-paid program it is not too late. Call MACC to get enrolled—740-373-5176.

Support Safety & Gain Recognition for Your Business

Want an easy way to promote your business to 120 MOVSC members?

Be a sponsor of the next monthly meeting. All that is required is a giveaway for each person and a door prize. You will receive 5 minutes during the monthly meeting you are a sponsor to promote your business to the MOVSC members.

Contact Carrie for more information—740-373-1884.

Not a Member?

Please attend one of our meetings and we think you'll decide to become a regular!

It's Information, Education, Connections and Lunch!

It's helping you help your workers get home to their families each night! It's Safety!

Rebate Eligibility Requirements

To receive the workers' comp. premium rebate, remember these requirements must be fulfilled:

- Membership in the Mid-Ohio Valley Safety Council for the current year.
- Attend a minimum of 10 meetings. Members **MUST** stay the entire meeting to receive meeting credit.
- CEO must attend one meeting and sign the attendance sheet.
- 1st & 2nd half semi-annual reports must be completed and returned by the specified deadlines.

It is Reporting Time!

It is time for the Safety Council semi-annual report. The report covers July 1-December 31, 2016. Semi-Annual Reports were emailed on December 28, 2016 to the primary contact for their company. **Please return your completed form ASAP!**

This information is needed for the awards recognition and must be provided to be eligible for the incentive program.

If you have any questions call Carrie at 740-373-1884.

A HAPPY NEW YEAR

From the Mid Ohio Valley Safety Council

Have a Safe and Happy 2017!

MOVSC Upcoming Meetings

Wednesday, January 18
"Urine Drug Screening/Drug Testing and the Importance of a Medical Review Officer"

Featured Speaker:
 Barbara Dempsey
 Marietta Occupational Health Partners
 Sponsored By:
 Peoples Bank Theatre

Wednesday, February 15
"Sleep Deprivation and Its Effects on the Workplace"

Featured Speaker:
 Memorial Health System

Wednesday, March 15
"Writing a Policy on Medical Marijuana"

Featured Speaker:
 Gloria Williams
 Managers Resource Group

Wednesday, April 19
MOVSC Awards Banquet
"BWC Update"

Featured Speaker:
 Administrator Sarah Morrison
 Ohio BWC
 Sponsored By:
 Trademark Solutions

Meeting Information

Marietta Shrine Club
 Registration: 11:30 am
 Program: Noon to 1 pm
 Cost: \$15 includes lunch
 RSVP: 740-373-5176
 Email: info@mariettachamber.com



**Ask SCORE:
Managing Your Time**

Edited by
Bob High, SCORE Counselor

Time is a precious commodity for every entrepreneur, even after all of the responsibilities are prioritized. The traditional “to-do” list will help, at least at identifying the out-of-sight-out-of-mind items.

But there’s always the temptation to do the easy, more enjoyable tasks first. Often these are not the things that drive your business forward. Don’t make the excuse that, “If I do this first, then I can do that, and then that, and eventually I’ll get to the revenue producing tasks”.

The first consideration is establishing which tasks will directly lead to revenue generation. Then decide which are planning or developing steps, and the last should be increasing your skills, or creating a new product/service.

Checking your email may satisfy your curiosity, but could best be done with a sandwich in your hand. Devote your early mornings hours to the most critical, high-conscious tasks that will benefit your business, especially when you’re most alert. Those tasks might include strategic planning, writing a proposal, analyzing financial numbers, or evaluating your marketing strategy.

Impediments to improving your time management include: shortage of staff, waiting for a return phone call, vendor sales calls, not certain what products or services to advertise, and, materials delivery delays.

Attack the list – select the most important 2 or 3 and include 1 or 2 you really dislike! Then reward yourself with one of the more pleasant items.

If you would like to discuss this topic or business planning, business growth strategies or a specific business issue, call the Marietta SBDC at 740-373-9056 and ask for a SCORE business counselor.

MACC’s Holiday Open House!



MACC Staff (Charlotte Kuehn, Candi Heiss, Carrie Ankrom, Morgan Brown & Tiffanie Craven) with Santa



Bob Kirkbride, Marietta Ventures; Laura Miller & Marchelle Hines, Glenwood Community; pause for a picture with Santa



Carolyn Hiener, Hyde Brothers Printing & Marketing; Brenda Kornmiller, WSCC; Bill McFarland, Washington County Auditor; get their picture taken with Santa

The **MACC Nominating Committee** is seeking candidates for the MACC Board of Directors. Commitments for directors include: attend meetings monthly, serve on committees, help review and develop programs and services, support MACC events through sponsorships and participation in the events.

Any member in good standing may nominate a member by submitting a written petition signed by at least 20 other members in good standing. Deadline is January 16, 2017. Terms begin March 1, 2017.

To find out more, please call Carrie Ankrom at 373-1884.

New Marietta Bucks Redeemers!

Cawley & Peoples Funeral Home
408 Front Street, Marietta

Contractors Building Supply
1310 Greene Street, Marietta

Jeremiah’s Coffee House & Cafe
175 Front Street, Marietta

Marietta Brewing Company
167 Front Street, Marietta

Newport IGA
State Route 7, Newport

Ohio Valley Memorials
27580 St. Rte. 7, Marietta

Serenity Now Hair Salon
611 Putnam Street, Marietta

Tasteful Occasions Catering
10 Tiber Way, Marietta

Whirl Frozen Yogurt
440 Pike Street, Marietta



Get the Chamber Connection

2017 BUSINESS AFTER HOURS

Mark your calendars so you don’t miss any of these great networking opportunities in 2017. Hosted by a MACC member, BAH is your monthly evening event to network, have fun and get a behind-the-scenes look at area businesses.

Thursday, January 12
Ely Chapman Education Foundation

Thursday, February 9
Undo’s on The Pike

Thursday, April 14
WASCO

Thursday, May 11
Boathouse BBQ

Thursday, June 8
Comfort Keepers
Joint BAH with the MOV Chamber of Commerce

Thursday, July 13
Busy Bee Restaurant

Thursday, August 10
Contractors Building Supply

Thursday, September 21
Special MACC Event

Thursday, October 12
Marietta Brewing Company

Thursday, November 9
John Halliday Law Office

Friday, December 8
MACC Holiday Open House

Business After Hours are 5-6:30 pm. RSVP by calling (740) 373-5176 or emailing info@mariettachamber.com. The cost is \$5 for MACC or \$10 for the general public and those who wished to be invoiced.



Congratulations to Nikita Chidester, Riverview Credit Union who won \$500 in Marietta Bucks at the November BAH at Marietta Community Foundation!

Boost Your Business
Tuesday, January 10

“Marketing Trends”
Speaker:

Steve Flaughers, Hyde Brothers Printing & Marketing

8am-9am

Huntington Bank
226 Third Street

Business After Hours
Thursday, January 12

Ely Chapman Education Foundation
403 Scammel Street, Marietta

5-6:30pm

\$5 Special Member Price
\$10 General Admission & those who wish to be invoiced.

Professional Women’s Roundtable
Wednesday, January 25

“Marketing on a Shoestring Budget”

Speaker:

Joan Zoller, Trademark Solutions

11:45am-1pm

daVinci’s
215 Highland Avenue, Williamstown

\$10 Special Member Rate
\$15 General Admission

MACC Coffee Chat
Friday, January 27

8:30am-9:30am

Join Us For:

- Coffee
- Meet the MACC Team
- Voice Your Interests
- Share Your Views
- Concerns and News About Your Business.

To RSVP for all MACC Programs
Call 740-373-5176 or go online at www.mariettachamber/events.

Welcome New MACC Members!

Eve, Inc.
Marietta, Ohio

Janet Wells, Executive Director

CWS - The Document Solution
2040 Ohio Ave., Parkersburg, WV
(304) 424-6800
John Alkire, Owner

Memories by Lora Yeater
Photography

106 Putnam Street, Marietta
(304) 771-1773
Lora Yeater, Owner

Wit & Whimzy

152 Front Street, Marietta
(740) 371-5022
Laura Pytlik, Owner

Lashley Tractor Sales

1200 Pike Street, Marietta
(740) 374-4151
Dennis Lashley, Owner



Member News

- Happy 35th Anniversary to **Oopsa-Daisy Florist!** They are located on Route 7 in Newport, Ohio.
- Happy 3rd Anniversary to **Bella Via Salon!** They are located at #7 Tiber Way in Marietta.



Did You Know Your Chamber Membership Includes:

Advertising & Networking

- Flyer insert that reaches over 1,000 people each month. Your ad can be single or double sided and can even include a coupon. All you have to do is supply us with 1,000 copies of your flyer that is 8.5x11. No cardstock, please. - Cost: \$150 per month
- All other advertising in the newsletter ranges from business card size ads to full page ads. The cost ranges from \$35-\$200 per issue. Please call MACC for more details!
- E-blasts are a great way to market your company and events electronically. All you need to do is send us an advertisement in a jpeg format and we will send it out to our email list of over 1,000 people. E-blasts must be scheduled to send out in advance. A Facebook post on the MACC page is also included in this cost. - Cost: \$75 per blast
- Our weekly e-newsletter is a great way to get your business card out to the entire Marietta area. Call MACC for more details and pricing!
- MACC Radio Program airs every Monday morning on WMOA/WJAW AM 1490. The show runs from 8:45-9am and features a Chamber member every week. This is FREE for all Chamber members! What a great way to advertise your business! Call Morgan at 740-373-1883 to schedule your show.
- **Business After Hours – BAH** - Hosted by a MACC member, BAH is an after work gathering of business people for networking and fun. Usually held on the second Thursday of the month, the location varies as we showcase a Chamber member at their business site.
- **Professional Women’s Roundtable - PWR** - Women in business face challenges and with hectic schedules, don’t always have time to share ideas and concerns with other businesswomen. PWR meets the 4th Wednesday of the month at daVinci’s from 11:45am-1pm. Come and join in the conversation! Cost is \$10 for members and \$15 for the general public.

Are You “In Group?”

Group-experience-rating permits both public and private employers with better-than-average claim histories to join together through MACC. This results in BWC rating each employer in the group as one. By participating in group rating, employers potentially may enjoy much lower premium rates than they could attain on their own. An employer’s workers’ compensation coverage is still through BWC; however, BWC does not form the groups.

BWC designed group-experience rating as an incentive program to promote and reward employers who have and maintain safe working conditions. The group-experience rating discount is similar to a good-driver discount you may receive on your auto insurance premium based on your driving experience. On the other hand, employers with a worse-than-average safety record or are experiencing higher claims costs may have to pay a higher premium amount.

MACC has been a partner with CareWorksComp for decades. Approximately \$400,000 was saved by MACC members through this plan last year.

To enroll with CareWorksComp, call our rep at 1-800-837-3200 ext. 7228 or visit www.careworkscomp.com.

Constant Contact

With your MACC membership you are eligible for a discount with Constant Contact. They are well known for many things, with their email marketing being the most popular. Their website states, “Email connects you to people; email marketing software helps you understand your audience’s response, so you can plan your next marketing move.”

To receive your discount simply call Constant Contact and let them know you are a member of MACC!

Group Health Insurance Plan

Anthem Blue Cross/Blue Shield has partnered with members of MACC to provide a quality comprehensive medical insurance program at reduced costs. The Chamber Plan offers healthcare protection which can be customized to fit specific needs.

MACC members who participated in this program saved over \$100,000 on the group health insurance plan.

As a Chamber member, your company can save on Anthem group health plans and still work through a local agent.

Better options lead to better decisions. Only you know which type of plan best fits your company, and only your employees know which doctor or hospital best fits their personal needs. Anthem provides plenty of choices for both.

Visit www.mariettachamber.com for a complete list of Chamber insurance agents who can assist you in taking advantage of this important benefit.

Safety Council

The Mid-Ohio Valley Safety Council is a program of the Marietta Area Chamber of Commerce, co-sponsored by the Ohio Bureau of Workers' Compensation Division of Safety & Hygiene.

Membership to Safety Council is open to representatives of business and industry in the Mid-Ohio Valley. You do not have to be a Chamber member to join Safety Council. Annual membership fee is \$50 per company.

Monthly meetings are open to any MACC member. Safety Council meets the 3rd Wednesday of the month at the Marietta Shrine Club from 11:30-1pm.

Cost is \$15 per meeting, and includes a buffet lunch.

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Planning Concerns for the Blended Family

The Brady Bunch made it look so easy: Mike and Carol bring their kids together under one roof, and the only troubles seem to stem from Jan’s allergies, Marcia’s braces, and Bobby’s ever-changing entourage of pets. In reality, blended families can be a lot more complicated, especially when it comes to financial planning.

There’s a natural tendency to focus on the personal and emotional aspects of divorce, loss of a spouse, remarriage, and blending families. “A lot of times, people are so focused on emotions and making sure everyone is okay moving forward that they forget to talk about the financial side of things,” says Kathleen Selinger, Wells Fargo Advisors Wealth Planning Strategist on the Estate Planning Team in St. Louis.

Here, Selinger shares some talking points that will benefit everyone in the new family portrait.

1. Are we understanding each other?

Sure, the new husband and wife may be laying everything on the table when it comes to second-marriage dynamics in the home or picking out new china patterns. Yet at the same time, they could be sweeping financial matters under the rug. That can be especially true after developing a long-term, intuitive relationship over years or even decades, and then suddenly switching gears to the unspoken wants and needs of a new spouse. Maybe you’re used to saving money by eating most meals at home, but your new spouse has always enjoyed a night or two out on the town every week.

“Be very clear about your intentions,” says Selinger, “and, to the extent possible, write them down. When you just assume you know what the other

person wants or thinks, that’s when most of the problems arise.”

2. What’s the impact of child support?

“A Financial Advisor should know how children from a prior marriage are going to affect the financial plan for clients in a second marriage,” says Selinger. “Will child support be 50-50? How are you going to handle the big expenses, such as education and child care?” Knowing an ex-spouse will contribute is important in developing a family budget. Deciding how much the new spouse will help support children from a previous relationship is also key, especially when that includes saving for college or other large expenses. If you’re planning on having children with your new spouse, think about whether the level of support you’re offering them will be similar or different to what older children are getting.

3. How will gift rules and estate concerns be handled?

In non-blended families, the majority of married couples leave everything to the surviving spouse, and the kids receive assets upon the second spouse’s death, explains Selinger. “But in blended families, you’ll hear a spouse say, ‘I want to leave something to my children

from a prior marriage, even if I’m the first spouse to die.’ Often parents do not want their children from a prior marriage to wait an additional 10, 20, or even 30 years after their death for their inheritance.”

There may not be anything more important than having clear direction when it comes to your legacy. “Make sure it’s all addressed in the estate planning document,” Selinger says. “It just clarifies everything.”

4. Which assets make the most sense to leave to whom?

If the parent wants to benefit both his surviving spouse and his children from a prior marriage at his death, it’s best to carefully consider which assets those should be. “Some assets, such as an IRA, are more advantageous to leave to a spouse,” says Selinger, “and some assets make more sense to give children from a prior marriage, such as the family business.”

This article was written by Wells Fargo Advisors and provided courtesy of Chris Hall, Managing Principal, in Parkersburg, WV and Marietta, OH at (866) 865-4442.

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