



CHAMBER LIFE

"THE MISSION STATEMENT IS TO STRENGTHEN AND SUPPORT OUR COMMUNITY BY PROMOTING BUSINESS GROWTH, EDUCATION AND ECONOMIC DEVELOPMENT."

VOL. 31, NO. 4

A PUBLICATION OF THE FARRAGUT WEST KNOX CHAMBER OF COMMERCE

APRIL 2017



Chamber Prepares for *Wild* Night

The business jungle can be one of the toughest to navigate. Take a break and CELEBRATE 30 years of surviving and thriving in it at our 30th Annual Auction: "Born to be Wild!" with complimentary wine on tables, fabulous auction items such as autographed sport memorabilia, a sunset cruise, or dinner for 12! Quick thinking is key in the wild, so make your reservations now for a chance at items like these!

More importantly, do not be late! Attendees can purchase a gorgeous freshwater pearl bracelet from Rick Terry Jewelry Design for \$25, just in time for Mother's Day. Each will be wrapped and will stay that way—until Terry asks all bracelet buyers to open their box. ONE buyer will go wild when they realize they've also won a white gold and diamond pendant valued at \$2,000, hand-crafted by Terry. Only 50 bracelets will be available and, per Terry, "They have sold out in minutes at other charity auctions—don't wait!"

The annual auction takes place Friday, May 12 at Rothchild Catering and Conference Center at 6 p.m. Online reservation and PayPal payment are available at www.farragutchamber.com. Tickets are \$60 each for members, \$70 for non-members and

\$550 for a Table of 10. Tickets can also be purchased by phone or email toinfo@farragutchamber.com.

The Chamber is honored to be donating 20% of ticket sales to The Butterfly Fund of East TN Foundation. Founded by two area families who each lost a child in 2008 to a rare childhood cancer within weeks of one another, The Butterfly Fund works with area organizations to support research, treatment and services dedicated to the defeat of childhood cancer. Compared to adult cancers, childhood cancers are greatly under-researched and under-funded; one of every five children diagnosed dies. The Chamber wants to maximize attendance for this special group.

Tabletops will be the highlight of the Ballroom in a central location for viewing! Returning competitors like Chick Fil A, TN Bank, Cumulus Media, and Abuelo's will pit their creative skills against newcomers like Ricki's Pet Depot, Hampton Inn & Suites Turkey Creek and Arthur Rutenberg Homes. Survival of the fittest and finest looking table will go to the business who wins the Best Dressed Table Award.

See WILD NIGHT on Page 4



Clockwise: Auction 1: Christina Harrill (right) graciously spoke to Chamber members at Michael Brady's recent networking about her organization, The Butterfly Fund. Auction 2: Ecstatic Pat Myers-Pellissippi State poses with Rick Terry-Rick Terry Jewelry Design after receiving REAL diamond earrings from her purchase of a CZ pair! Auction 3: Chick Fil A took home the "gold" in the 2016 Best Dressed Table competition! Auction 4: Bid fast during the Silent Auction because the competition for items can be fierce.



Parade Registration Opens!

Registration is open for the 30th Annual Town of Farragut Independence Day Parade taking place Tuesday, July 4 along Kingston Pike from Farragut High School to Federal Blvd! There is no cost for your business/group to register but entries are limited to 95 spaces, which fill quickly. Those who register sooner are generally closer to the front of the parade. Register online at www.townoffarragut.org/register (free account required).

The approximate one mile route is lined with 2,000-3,000 parade watchers annually.

This is a great opportunity to showcase your business to the community and have fun on the fourth with your team and family! Kingston Pike reopens immediately after the parade; participants will need pick-up arrangements at Farragut Town Square (Ingles).

Chamber members are invited and welcome to walk or drive with us! Please call 675-7057 to participate with your Chamber or call the Town of Farragut at 966-7057 (Arleen Higginbotham or Sue Stuhl) for parade details.

Food & Wine Festival

Features Live Music

Over two dozen restaurants are expected at the Farragut Food & Wine Festival, presented by TDS at Renaissance | Farragut on Friday, May 5th from 6:30-9:30 p.m. The event is hosted by the Farragut Business Alliance and Town of Farragut

The goal of the festival is to showcase "best bite" samples from Farragut's eateries, and provide the opportunity to pair those bites with wines, beers or cocktails (ID required) from Farragut's wine distributors. The beer lounge and exclusive "VIB" ("Very Important Bites") tent are back this year. New to this year's event will be live entertainment, featuring The Coveralls.

Advance general admission tickets are \$30 for adults or \$35 purchased at the gate. VIB seats are limited and are \$75. Admission for children under 12 is \$10 in advance or \$15 at the gate; children under 5 are free. Get tickets at Knoxville Ticket



locations, <https://buy.knoxvilletickets.com/online/article/ffw2017>, call 656-4444 or visit Snooty PaTootie-11110 Kingston Pike #150, Goin' Postal-11519 Kingston Pike and CH Interiors & Gifts-12556 Kingston Pike.

ENTERPRISE CLUB

These Chamber members generously contribute to the Chamber and the Continuing Education Grant Program above and beyond their annual dues.

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Networkings

Tusculum College – February 16



Enjoying an educational evening are L – R: Jake Goan of **Bank of America**, Dr. Paul Cincley of **Tusculum College** and Lee Vaughn of **Merrill Edge – Bank of America**.



Representing **Calhouns/Copper Cellar Restaurants** are from L – R: Robert Lott, Season Hebert and Farragut West Knox Chamber Board Member Brenda Herron Lott.

Salon Biyoshi – February 23



Salon Biyoshi was thrilled to welcome so many chamber members! Pictured are Chris King of **Strategic Financial Partners**, John Randazzo of **Fish Window Cleaning** and Marc Davis of **Tradebank**.



Attending Salon Biyoshi's amazing networking are L – R: Stephen Cupp of **Senior Helpers** and Collin Kirk of **Realty Executives**.

Farragut Museum – March 2



Enjoying an informative and fun morning are: L – R: Stacy Connatser of **Mountain Commerce Bank**, Chris Thomas of **United Community Bank** and Arlene Weinstein of **Arlene's Fun Travel**.



The perfect combination of Art and Business! L – R: Christine Dean of **His Security**, Darla Berdal of **Myers Bros. Holdings, Inc.** and **Farragut West Knox Chamber Board Member** and Joshua Barnes of **Bank of America**.

NEW FEATURE: MEET the BOARD

The Farragut West Knox Chamber Board is comprised of a broad spectrum of corporate and community leaders and is governed by an Executive Board. These volunteers provide support and guidance to ensure the fulfillment of the chamber's mission. Please thank them when you meet them!



Darla Berdal

Board Member/Role:
Darla Berdal, Board Director

Member Business/Title:
Myers Bros. Holdings, Inc., Office Manager

How you benefit from our Chamber:
Contacts. A lot of it is networking and getting to know people; I'm able to refer them to my business or other businesses I know. You're getting to know the community and get involved in it and you're helping other businesses.

Greatest business success:
Deciding to work at Myers Bros. Holdings, Inc.

Greatest business frustration:
Not enough time in the day. It goes faster and faster the older you get.

Most positive trend facing businesses today:
People coming into the workforce with such great ideas! They're very creative, there's excitement, a lot of entrepreneurs and more small businesses.

Most negative trend facing businesses today:
People coming out of college with very high expectations (i.e. expecting to get the company vehicle and make \$40K-\$50K a year.) They don't realize you really have to get down into the gutters and do your time before you get those benefits.

Career you wanted when you were 10:
Olympic Basketball Player

Last book you enjoyed:
A Man Called Ove.

Favorite music genre: Country or Christian

Favorite hobby/activity: Quilting, sewing, and hiking.

Favorite movie:
The Sound of Music.

Favorite place to visit:
Norway. It's beautiful and no one but my family knows me, so I can go there and actually be on vacation!

Most influential person in your life:
My mother. She never judged anyone, was accepting of everybody, and was encouraging.

Greatest lesson you've learned:
Treat people the way you would want to be treated; not the way they treat you.

Greatest lesson you teach:
Always keep a smile on your face. There is always something to smile about.

Ribbon Cuttings

Don Gallos – March 2, 2017



Knoxville Dignitaries, Farragut West Knox Chamber Members and Ambassadors celebrate **Don Gallos'** Ribbon cutting! Pictured: Knoxville Mayor Tim Burchett, Luis Zendejas, Bertha Zendejas, Javier Zendejas, Mariana Zendejas, Gabriela Zendejas, Juan Aguilera, Chef Amado Guiza, Miranda Zendejas, Santiago Zendejas and Paulo Zendejas.

Tropical Smoothie Café – March 7, 2017



A delicious way to start the day! – L – R: Daryl Walker of **AllGood Pest Solutions** and Farragut West Knox Chamber Ambassador, Guest, Town of Farragut Alderman Louise Povlin, Danny Able, Mariah Willeman, Peyton Willeman, Kelly Willeman, Maria Willeman and Jason Willeman of **Tropical Smoothie Cafe**, TS 4, Lisa Monnig of **Paramount Land Title**, Arlene Weinstein of **Arlene's Fun Travel** and Farragut West Knox Chamber Ambassador, Mary Tate of **Costco**, Natasha Bohannon of **TnBank** and Farragut West Knox Chamber Ambassador, David Smoak, Administrator for Town of Farragut and Farragut West Knox Chamber Board Member, Laura Sayers of **farragutpress**, Guest, Mike Prescott of **Smith-Hammaker** and Farragut West Knox Chamber Board Member, Guest, Joe Sexton of **Knoxville TVA Employees Credit Union**, John and Jonathan Randazzo of **Fish Window Cleaning**, Julie Blaylock, President/CEO of the Farragut West Knox Chamber, **Town of Farragut** Vice-Mayor Ron Pinchok, Chris Thomas of **United Community Bank** and Ron Williams, Alderman of **Town of Farragut**.

Prosperity Pointe – March 10, 2017



A beautiful day at **Prosperity Pointe**! – L – R: Daryl Walker of **AllGood Pest Solutions** and Farragut West Knox Chamber Ambassador, Guest, Cindy Fisher of **Knoxville Comfort Inn & Suites – West**, Lynne Overton of **Knoxville Comfort Inn & Suites – West** and Farragut West Knox Chamber Ambassador, Donna Bryan of **The Real Estate Firm Inc.**, Lisa Monnig of **Paramount Land & Title** and Farragut West Knox Chamber Ambassador, Arlene Weinstein of **Arlene's Fun Travel** and Farragut West Knox Chamber Ambassador, Jamie Nyuen, Kinley Nyuen, Dr. Noi Nyuen, Duke Nyuen, Jenna Massa and Kelly Johnson of **Prosperity Pointe**, Joshua Barnes of **Bank of America**, Guest, Kristina Killebrew of **E.W. Scripps Company**, Guest, Guest, Guest, Natasha Bohannon of **TN Bank**, Angela Bridges of **Cumulus Media** and Farragut West Knox Chamber Ambassador, and Chris Thomas of **United Community Bank** and Farragut West Knox Chamber Ambassador.

Bank Of America – March 14, 2017



Celebrating with **Bank of America** from L – R: employee of **Bank of America**, Zan Schriver of **Volunteer Ministry Center**, Eric Whitener and Teri Jo Fox of **Fox-Whitener Real Estate Solutions**, Guest, Daryl Walker of **AllGood Pest Solutions** and Farragut West Knox Chamber Ambassador, Angela Bridges of **Cumulus Media** and Farragut West Knox Chamber Ambassador, Guest, Tom Coke of **Big O Tires**, Lisa Monnig of **Paramount Land Title** and Farragut West Knox Chamber Ambassador, Arlene Weinstein of **Arlene's Fun Travel** and Farragut West Knox Chamber Ambassador, Guest, Guest, Jim Chicolo of **Bank of America**, Guest, Guest, employee of **Bank of America**, Jake Goan of **Bank of America**, Joshua Barnes of **Bank of America**, Guest, Guest, Angela Young of **Bank of America**, Farragut West Knox Chamber Board Member and Ambassador Diane Jones of **Pinnacle Financial Partners**, Guest, Guest, Town of Farragut Alderman Ron Williams, Adam Frietag of **Liberty Mutual Insurance**, Town of Farragut Alderman Louise Povlin, Farragut West Knox Chamber President/CEO Julie Blaylock, Lynne Overton of **Knoxville Comfort Inn & Suites – West** and Farragut West Knox Chamber Ambassador, Guest and David Rexrode of **David S. Rexrode, Attorney at Law**.

Ambassador of the Month March 2017



ANGELA BRIDGES

Congratulations to this past March's Ambassador of the Month, Angela Bridges-Cumulus Media! Angela has brought several new members to the chamber and has actively assisted with our annual auction. If your need is media advertising, she can help! Contact her at Angela.Bridges@cumulus.com.

First runner-up this month is Arlene Weinstein-Arlene's Fun Travel. Second runner-up is Eric Whitener-The Fox Team: Crye Leike Realtors. The Chamber sincerely appreciates their efforts and the support of all our Ambassadors!

Member Briefs

- Congratulations to **Amish Excellence** on their one year anniversary in business! Celebrate with them at their Anniversary Open House April 27-28, from 10 a.m. to 6 p.m. both days. Enjoy special sales, refreshments and door prizes at their location at 613 N. Campbell Station Road.

- **The Voice Tank** in Farragut will offer unique kids' summer camps this June and July. Children will receive voice/dance instruction taught by a trained vocal coach and choreographers as well as a free shirt, snack and tons of fun! Campers will get to showcase their talents at the end of camp week on Saturday morning for family/guests. Contact Christi at 236-0023 to learn more or sign your child up!

- Lawhorn CPA Group is thrilled to introduce their new umbrella organization The Lawhorn Enterprise Group. On the cutting edge of ingenuity for offering clients creative solutions for 40 years, The Lawhorn Enterprise Group presents a new approach to offering small businesses an expansive set of services to grow revenue, improve operational efficiency and free management to focus on running their business. Learn more by calling 212-4867 or email jason.lawhorn@lawhorncpa.com.

- **Tennova Healthcare** has named Tony Benton as chief executive officer of Physicians Regional Medical Center and Knoxville metro chief executive officer, effective April 10. The metro hospitals include North Knoxville Medical Center, Physicians Regional Medical Center and Turkey Creek Medical Center.

- Mountain Commerce Bancorp Incorporated, the parent of Knoxville-based **Mountain Commerce Bank**, has begun trading on the OTCQX Best Market under the ticker symbol MCBI.

- **East Tennessee Children's Hospital** has welcomed its first surgery patients into the new Scripps Networks Tower which is outfitted with 14 surgery suites including a neurosurgery suite and dental surgery suite.

- **NAI Knoxville and Sperry Van Ness/R.M. Moore LLC** have merged into one firm called **NAI Koella IRM Moore**. It will become the largest commercial real estate and property management group in East Tennessee. Together it will have 22 brokers and a portfolio of more than 3.8 million square feet.

- Congratulations to both Brandon Bruce of **Cirrus Insight** for his article "How to Raise Children to be Young Entrepreneurs" and to Samantha Lane of **King University** (and FWKCC Board member) for her article "Improve Knowledge for Optimal Results." Each was featured in April's edition of the Knox News Sentinel Business Journal.

- Dave Miller has become the new East Tennessee region president for **First Tennessee Bank**. Miller has been with First Tennessee Bank for nearly 23 years and has held a variety of roles in marketing, corporate strategy, and investor relations. He has also won honors from both IR Magazine and Institutional Investor.

- **Melrose Title Company** has promoted Teresa Glass to commercial manager/closing agent.

- A Career Fair will be hosted on April 18th from 9:30 a.m. to 2:30 p.m. at the **Holiday Inn Cedar Bluff**. You can learn more at www.knoxnews.com/jobs/careerfair.

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President Quotes 'n Notes



Julie A. Blaylock

“Doing what you love is freedom. Loving what you do is happiness.”
— Lana Del Ray

These days nothing makes me happier than walking into a networking and seeing faces I don't recognize. For me, these strangers I've never met represent new ideas, a chance to learn and fresh energy that can only benefit me in the long run. Meeting new people is more exciting than intimidating, but that wasn't always the case! With that in mind, I'd like to share these tips from author & business networking consultant, Terry Bean. Use these to help yourself AND those you network with get more from the experience:

1. It's not enough to show up. Be present. Not thinking about lunch or checking email. Opportunities to refer and be referred happen quickly at networkings. If you're not present, you will miss them.

2. You don't need to give your card to everyone you meet. Why? Because not everyone you meet wants it. That's okay. Cards should be passed out & collected sparingly.

3. Ask people for their cards. Not everyone. Only those with whom you want to build a relationship. When you pass them your card, you have to wait for them to call you. When you get their card, you can control the follow up.

4. Networking is about meeting new people as much as it's about reconnecting with folks you know. Make a point to meet 3-5 new people at every event. Not 30-50. It's easier to meet new people at a networking when you're not worried about meeting everyone.

5. Be of service; make introductions. You don't have to hold onto contacts like they're a Pete Rose rookie card! Share them. Every once in a while you'll make a valuable connection and these two people will both be on the lookout for ways to help you.

6. Stop selling us. People go to networkings to network. This is different than a sales meeting. Setup a time to meet outside of the event.

7. Talk less. Listen more. Have you ever learned anything new with your mouth open? You already know what you do and what good opportunities are for you. To be effective in networking, you need to learn how to help those in your network. You can't do that if you're too busy flapping your gums.

8. Spend more time on WHY and less on WHAT. Most people at a networking event know what an accountant or attorney does. Spend 3 seconds telling WHAT you do and the rest telling WHY you do it. That's where passion lives. Passion is what engages people. (Also tell us for whom you do it.)

9. Have a purpose: Know why you're going to these events in the first place. Too often people want to tell you about their "other" business, the non-profit they support or silly stuff. Pick one thing and focus on it.

10. Follow up! If you tell someone you're going to follow up with them, do it. Write this down: DWYSYWD- Do What You Said You Would Do. Be impeccable with your word. If you don't intend to follow up with someone, don't tell them you will.

Farragut West Knox Chamber of Commerce

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865-671-2409 Fax
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www.farragutchamber.com

This newsletter is published monthly by the Farragut West Knox Chamber of Commerce.

Welcome to our new Farragut West Knox Chamber Members!

The Chamber welcomes these businesses who have joined us recently in the month of March

Big O Tires – Cedar Bluff Tom Coke
1015 Old Cedar Bluff Road
Knoxville, TN 37923
www.bigotires.com

Big O Tires – Farragut Tom Coke
10839 Kingston Pike
Knoxville, TN 37934
www.bigotires.com

Crown Point Consultants Alan C. Baker
P.O. Box 22667
Knoxville, TN 37933

Diversified Enclosures & Screen, LLC Stacy Pfeiffer
110 Flat Creek Road
Sevierville, TN 37876
www.sumandscreen.com

Elwood Staffing Debbie Wolfe
10945 Kingston Pike
Knoxville, TN 37934
www.elwoodstaffing.com

Foxy Locks, LLC Cristen Bowker
9309 Kingston Pike, Suite B

Knoxville, TN 37922
www.foxylocksandpetgrooming.com

Jacobs Insurance Associates Glenn Jacobs
6824 Maynardville Pike
Knoxville, TN 37918
www.jacobsinsuranceassociates.com

Keller Williams – Farragut/Hardin Valley John Sarten
11400 Parkside Drive, Suite 120
Knoxville, TN 37934
www.farraguthardin-valleyku.com

Southeastern Dermatology Andrea Pope
1930 Pinnacle Pointe Way
Knoxville, TN 37922
www.drdoppelt.com

Thermocopy Phillip Graves
3505 Sutherland Avenue
Knoxville, TN 37919
www.thermocopy.com

Thrive Chiropractic Ryan Dolen
5400 Clinton Highway, Suite 105
Knoxville, TN 37912
www.gotrivechiro.com

Welcome Back Renewing Members

The Farragut West Knox Chamber welcomes back these businesses who have renewed their investment in the Chamber as of this past February. We are privileged to count them as Farragut West Knox Chamber of Commerce members! We urge members to patronize one another when the goods or services a member can provide are needed. It is also our hope that area residents recognize the commitment a business makes to its community when it becomes part of its local chamber of commerce and reward that commitment with their patronage.

Blackwell Benefits Solutions, LLC
Carey Moving of Knoxville
The Casual Pint – Northshore
Central Knox, Inc.
Comfort Inn & Suites Knoxville West
Cornerstone Church of God
Crye-Leike Realtors
First Bank
First Tennessee
– Campbell Station Financial Center
Fox Den Country Club
H & R Block
Hicks Orthodontics
– Joseph D. Hicks, DDS
Hilton Knoxville Airport
Leukemia & Lymphoma Society
Master Dry

Morning Pointe Assisted Living
Potbelly Sandwich Shop
Saddlebrook Properties
Slamdot, Inc.
Slate, Disharoon, Parrish & Associates, LLC
Smoky Mountain Service Dogs
Springhill Suites by Marriott
State Farm Insurance
– Jeannette Rogers
Ted Russell KIA
TJ Development & Management Co., LLC
TNBank
Turner Homes, LLC
United Community Bank
– Thank you for your Enterprise Membership!
Volunteer Ministry Center

Wild Night

From page 1

Auctioneer, Bear Stephenson, will return to run the exciting live auction portion of the evening; the night kicks off with a large silent auction of over one hundred items including gift cards, massages, service certificates and wine baskets. Businesses who wish to donate an item should call the Chamber immediately at 675-7057 or stop by the office at 11826 Kingston Pike, Suite 110!

Sponsorships are still available—Presenting, Event, and Community—and are

a great way to highlight your business to 250+ attendees and well beyond! Sponsors are advertised in print, weekly emails and social media as soon as their commitment is received and for at least one month beyond the auction. The Chamber is very grateful to Event Sponsors TDS Telecom, Rothchild and Town of Farragut; Community Sponsors NHC Place Assisted Living and Pinnacle Financial; and Media Sponsor Farragutpress and WFIV 105.3.

Anyone wanting information on sponsorship, building a Tabletop Display, item donations or tickets can emailinfo@farragutchamber.com or call 675-7057. See you at the Auction!

Calendar of Events

Please call the Chamber office at 675-7057 for information

April 13, 2017
8:00 – 9:30 a.m.

Networking
Knoxville Airport Hilton
2001 Alcoa Highway

April 14, 2017

Holiday Observance – Chamber Closed

April 20, 2017
8:00 – 9:30 a.m.

Networking
Choices in Senior Care
151 Marketplace Blvd F

April 27, 2017
8:00 – 9:30 a.m.

Networking
His Security
11426 Kingston Pike

May 12, 2017
6:00 p.m.

30th Anniversary AUCTION: Born to be WILD!
Rothchild Catering & Conference Center
8807 Kingston Pike
Tickets: www.farragutchamber.com

Who's who... The Casual Pint Northshore

It's no secret: beer has become big business in Knox County, and no franchise knows it better than The Casual Pint Northshore. This particular location holds the distinction of being the first of the brand in the area—and country. "It's true," confirms owner, Chris Owens. "We were store #001 when we opened in 2014; The Casual Pint now has 18 stores in 7 states."

Owens' interest in opening the franchise was a mixture of things. "The newness attracted me; the opportunity to be a 'founding father' of sorts. Plus it was a combination of things I like and wanting to learn to run a small business," says the 20 year West Knox resident. He is proud that his flagship location, serving 22 beers on tap and 300 on shelves, celebrates its third anniversary this month. As there has been increasing interest in the craft beer industry, his business has grown, too. "This was our breakout year," he explains. "Our clientele has expanded—including young adults and mature beer drinkers—which is great."

He attributes the success to several factors: getting the word out about his business, expansion in the Northshore area, and a change in state beer permit laws allowing craft beers with 10% gravity (up from 6.2%), which "dramatically increased our selection and made customers happy." A notable factor is his new manager, Catherine Kogos. Since starting in October 2016, Kogos has been "Fantastic" for The Casual Pint Northshore. "She runs the place well, knows customers and understands the business side," he says.

Owens' anniversary event will be April 15 with live music and giveaways. Celebrations continue with an Arts & Craft Beer event on April 29, with craft/art sales, music and a dedication to a mural being painted on the side of the hard-to-miss blue building by local artist Curtis Glover that will showcase local taps/brands that Owens carries. "I wanted to do something to partner with our local breweries, enhance the craft beer experience and expose our artists." A post on Facebook requesting a mural painter got 5,500 views and 35 artist submissions.

Visit The Casual Pint Northshore on April 29 or any day of the week at 2045 Thunderhead Road, but don't expect to find out Owens' favorite brew: "I don't have one! It's all in how I feel at the time or what I may be eating."

TSBDC

ASSISTANCE FOR ALL BUSINESSES

by Laura Overstreet, Small Business Specialist and GrowthWheel® Certified Advisor

The Tennessee Small Business Development Center offers a wide variety of training sessions and integrated workshops at no cost to business owners that are designed to not only help those starting a business but also to help existing businesses continue to grow. Visit www.tsbdc.org to find out more about eligibility and to register for any of the upcoming sessions, including:

* **SBA Strategic Planning for Business Growth** – April 19 – 8:30 a.m. to 4:00 p.m.

Topics: Managing a Business / Using Strategic Planning to define goals for revenue, internal process, etc.

* **Quickbooks Overview, Tips & Shortcuts** – April 26 – 9:00 a.m. to 12 p.m.

Topics: Business Accounting & Budget for current Quickbooks users (troubleshooting & improvement of the user experience)

* **Startup with GrowthWheel** – May 2 – 9:00 a.m. to 12 p.m.

Topics: Start-up Assistance / Explore your idea viability / Business planning / Financing opportunities

* **Government Contracting: How to Get Ready** – May 11 – 9:00 a.m. to 12 p.m.

Topics: What it takes to be a government contractor / Steps to get started

* **Business Planning with GrowthWheel** – May 18 – 9:00 a.m. to 12 p.m.

Topics: An innovative & VISUAL approach to business planning for businesses in all stages/industries

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