



CHAMBER LIFE

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

VOL. 32, NO. 4

A PUBLICATION OF THE FARRAGUT WEST KNOX CHAMBER OF COMMERCE

APRIL 2018

Guests Anticipate a GROOVY Evening!



The guest list is growing so do not wait to reserve your bid card at the Chamber's 31st Annual Auction "Friday Night Fever" presented by TDS Telecom on Friday, May 18, 6 p.m. at Rothchild Catering & Conference Center! With a far-out Selfie Photo Station in the works courtesy of FASTSIGNS, a dance floor with professional instructors on hand from Go Dance, The Boogie Knights band and the return of Rick Terry Jewelry designs with a sparkling opportunity for only 75-100 guests... You do not want to miss the Chamber's biggest fundraising event of the year.

Only a portion of attendees will snag a \$25 pair of glittering Swarovski Crystal earrings from Rick Terry Jewelry Design. Perfect as a gift for the guest themselves or someone else, the \$40 value earrings will come boxed/wrapped. Prior to live auction,

Terry will have everyone open their boxes; one person will be treated to an additional \$1,500 custom jewelry item. Terry has routinely sold out of the \$25 items at other galas; arrive early to have a chance!

In addition to helping support its Continuing Education Scholarships given to qualifying member businesses in amounts up to \$500, a portion of "Cover Charges" this year go to The Change Center Knoxville. The strategically located center-city partnership facility slated to open this summer will provide relational and recreational leadership development plus job initiatives for teens and young adults. Register now at farragutchamber.com.

Businesses can still donate an item through this month for the silent OR live auction. All donors receive program pro-

motion and color logo promotion alongside their item at the event. Items must be valued over \$50 and can include gift cards, service certificates, baskets, dinners, date night packages, trips or retail items.

Limited space remains for businesses

wishing to sponsor and build a Tabletop Display. Tabletops must be valued at \$300 minimum and be a saleable package item (auctioned live) as well as decorative. Tie-

See AUCTION on Page 3



The Chamber thanks all who participated (L to R): Erin Collins, Ginger Azpurua-oysk3 architects, Daniel Maw-FASTSIGNS (rear), Cara Knapp-oysk3 architects, Front Office Manager Suzanne Krygier-FWKCC and President/CEO Julie Blaylock-FWKCC

Chamber Crew Cleans Up Stream

Chamber staff and member volunteers waded into the waters of Little Turkey Creek earlier this month to perform an inaugural cleanup on their newly adopted stream which runs through Wentworth Subdivision in Farragut along their greenway. The cleanup was done through the local Water Quality Forum with the guidance of AmeriCorps Member, Abbie Casey, from the Town of Farragut.

Though the picturesque stream section is not in poor health due to the visible presence

of various invertebrates like crayfish, volunteers and chamber staff removed a total 140 lbs of trash from the ¼ mile section of the stream from the Wentworth Clubhouse to Kingston Pike, including cans/bottles, building materials and even a chair. The chamber will schedule a second Fall cleanup as part of the program requirements to potentially include water testing or invasive plant removal.

See STREAM on Page 3

Class Series Qualifies for Chamber Scholarship Coverage

A new 5-part class series is now available to the local business community with not only a special discount for current Farragut West Knox Chamber members, but also qualifies to be completely paid for by the Chamber if a current member applies for a Continuing Education Scholarship.

The Chamber has partnered with Ignite Succeed to offer a discount on their popular 5-part Great Managers course series to Chamber members who request the code from the chamber office. Topics include Communicating Effectively (May 9), Managing Conflict for a Positive Result (June 13), Understanding What Motivates Employees (July 11), Creating Accountability on Your Team (Aug. 8) and Engaging Employees for High Performance (Sept. 12).

Cofounders Susanne Dupes and Deb Schmitz know too well that while people often become managers due to superior technical skills, "to manage people, you need a set of special skills—people skills—that most companies overlook." The series will be presented by Dupes, an internationally accredited business communicator and certified analyst of behaviors, motivators,

emotional intelligence, driving forces and acumen. Ignite Succeed is a leadership development company working to ignite and inspire personal value and self-awareness in leaders so they can be catalysts for change.

Each workshop is three hours beginning at 9 a.m. on the 2nd Wednesday of each month and will be held at the Knox Co. Sheriff's West Precinct classroom on Parkside Drive. Anyone can register for any one of the workshops at ignitesucceed.com/fwkccgreatmanagers; cost is \$149.

Chamber members can call or email for a discount code to pay just \$99. Businesses that have surpassed their 1st year of membership are encouraged to apply for a Continuing Education Scholarship to be reimbursed for the cost of their workshop. To date, the Executive Board has awarded 130+ of these grants to businesses to assist them in paying for training to better their business and staff and allocate those resources to other areas in order to grow. For more information, call (865) 675-7057 or email Julie@farragutchamber.com.

ENTERPRISE CLUB

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

ADMIRAL ELITE	farragut	SouthEast bank	ADMIRAL	FIRST TENNESSEE	LCUB
CAPTAIN	BMC	Tennova Healthcare	farragutpress	Pinnacle	Atlantic Capital
ANCHOR	KNOXVILLE	THE EYE GROUP	Y12	Enrichment	LBMCO
United Community Bank	EMPLOYEES CREDIT UNION	NHC	Family Vision Professionals	Federal Credit Union	REGIONS BANK
JunkBee Gone	Tennessee State Bank	First UTILITY DISTRICT OF KNOX COUNTY	MBI	COSTCO WHOLESALE	HOME FEDERAL BANK
					RURAL METRO

Networkings

Y-12 Federal Credit Union – Kingston Pike - March 1, 2018



Pausing for a moment to capture the event with a photo back row l to r: Keith Troup, Brandon Poore, Deanna Smith, Amber Price, Natalia Spratlen, Jennifer Shepherd, Jenny Fasching, Tim Holloway, Teresa Thomas. Middle, left to right: Michelle Cathey, Traci Harrison, Bottom, l to r: Theo Messer, Blake Jones, Sydney Smith, Casey Palmer, Carissa Wassenaar.



Attending the evening event are *Embassy Suites* staff LaDonna Loyd and Justin Foster.

Admiral Title, Inc. – March 8, 2018



Our hosts for the evening gather for a group photo back row l to r: Nancy Webber, Terry Adams, Phillis Burnett, Lynn Harper, Kim Price, Edee Vaughan, Lori Morrow, Kevin Tonkin, Abigail Ruiz, Front row left to right Whitney Willis, Dana Kelley, Diane Mitchell.



Cathy Agresta-*Image 360*, Leslie Godfrey-*Pinnacle Financial Partners*, Lisa Monnig-*Paramount Land & Title* and Linda Meece-*Realty Executives* get caught up during the evening networking.

Clarity Pointe Knoxville – March 15, 2018



From l to r is *Clarity Pointe* staff: Marley Hayes, Life Enrichment Director, Mary Lynne Payne, Marketing Director, Melanie M. Kish, Office Business Manager, & Katie Filipowicz, full time Intern from the UT recreational Therapy Program



Catching up is Lynne Overton-*Manorhouse Assisted Living & Memory Care*, Marshall McCauley-*Manorhouse Assisted Living & Memory Care* and Stephen Cupp-*Senior Helpers*.

Beltone South – March 22, 2018



Perry Ebel, Me'Shella Shelton, Michael Murphy and Jen Carson pose outside for a team member photo on this sunny evening.



New members Carrie Wrinn and Zac Stephens-*Faith Promise Church Farragut Campus*, get acquainted with Brandon Mayes-*Calhoun's Catering* (center) during the networking event.

Pipe Wrench Plumbing Heating & Cooling – March 29, 2018



Pausing for a team photo from left to right Tom Cambron, Aleex Conner-*Marketing Dimensions*, "P.W. Colton," Bruce Russell and Chris Phillips.



New members Billy Simmons-*New York Life Insurance* and Richard Bettis-*Highlands Bank* get to know each other better during the morning event.

Ribbon Cuttings

Julia Hurley Group Keller Williams – March 1, 2018



Celebrating the opening of the Lenoir City location, is *Keller Williams* staff Kim Lawson, Catrina Foster, Sharon Laing-owner (with scissors), Julia Hurley and Jason Young. Also in attendance is State Representative Jimmy Matlock and Commissioner Lowell Russell.

Tradebe – March 9, 2018



Congratulations and welcome to Tradebe on the opening of the Knoxville location. Pictured in center are *Tradebe* staff: Benny Howell, Stephen Fiala and Jordan Denney.

Stream

From page 1

The chamber thanks Ambassador Daniel Maw-FASTSIGNS, Cara Knapp-oysk3 architects, Ginger Azpurua-oysk3 architects and Farragut High School senior Erin Collins-Chamber Intern for their help! As a student, Collins will receive a service certificate for her participation. Anyone seeking service hours through chamber projects or events can call (865) 675-7057 for more details.

Erin Collins and Suzanne Krygier happily help keep a local waterway clean!



Auction

From page 1

ins to the theme can include anything fun or funky, music, dance, and more. During the auction guests will view and vote on their favorite tabletop to win the "Best Dressed Tabletop" award, as well as be allowed to begin bidding during the Silent Auction. All Tabletops are sold in the Live Auction and receive a significant amount of promotion and visibility. 2018 builders include newcomers His Security with oysk3 architects

and FASTSIGNS who will go up against veteran builders like Chick Fil A, Cumulus and the often undefeated Y-12 Federal Credit Union!

Sponsorships are still available and are a great way to highlight your business to 250+ attendees through print, weekly emails, web, social media at events and radio (level-dependent) as soon as their commitment is received and for at least one month beyond the auction. The Chamber thanks Presenting Sponsor TDS Telecom, Event Sponsors Rothchild Catering and Town of

Farragut; Bling Sponsor Rick Terry Jewelry; Community Sponsors NHC Assisted Living and Pinnacle Financial Partners and Media Sponsors farragutpress and ViaMedia. Call 865-675-7057 or email Julie@farragutchamber.com for opportunities.

Information on sponsorship, item donation and ticket purchase (\$60 members, \$70 non-members, \$550 Table of 10) can be found under "Events" at farragutchamber.com or by calling 675-7057.

Business Issues



Featured Columnist:

Greg Cline

incline, HR, LLC

In meeting and speaking with many small business owners across East Tennessee, the most common concern that usually comes up pertains to their inability to find and retain talent. This is not a problem unique to East Tennessee, as unemployment rates are at historical lows across the nation.

Employers are desperate to find and retain both skilled and unskilled professionals that have the emotional intelligence and technical skills needed to act as a differentiator for them in their business. In many cases, a talent shortfall is the main reason that companies stop growing. Even worse, is when companies "do more with less" and stretch their teams to the point of failure. Hiring the right people can literally transform a

company's reputation, revenue and profitability.

In reality, how many hiring mistakes can a small business afford to make?

To make matters more interesting, the majority of hiring managers and small business leaders mistakenly believe that they have an uncanny ability to select talent. Research has shown over and over again that the majority of hiring managers would actually fare far better in selection decisions by simply flipping a coin. While I would never suggest that anyone flip a coin to make these critical decisions, I do believe small businesses can implement some basic processes to mitigate bias and promote compliant, standardized selection processes.

Greg Cline is Founder & CEO of inclineHR, LLC, a Farragut based firm specializing in strategic human resources planning, executive coaching, and outplacement services. www.inclineHR.com

Member Briefs

Looking for more details on a specific event, special or job?

Go to www.farragutchamber.com to see these and other member items!

Don't forget to get your tickets for the Farragut Food & Wine Festival hosted by **Shop Farragut** and the **Town of Farragut** on Friday, May 4 from 6:30-9:30 p.m. at 11240 Kingston Pike! Adult tickets are \$30; kids 12 and under are \$10; Very Important Bites (V.I.B.) tickets are \$75 and limited! Attendees will enjoy 2 dozen area restaurants offering their favorite "bites." To purchase visit **McEntire & Mays Interior, Goin' Postal**, chamber member **Y-12 Federal Credit Union Farragut** or www.knoxvilletickets.com.

Fox Moving and Storage is hiring contractors, helpers and drivers to help them move 24 hours a day, 7 days a week and 363 days a year! No experience required! Applicants must pass a background check; drivers must have a minimum F endorsement and qualify to be on their insurance. Starting pay is \$12-15/hour. Stop by their 2403 Dutch Valley Drive, Knoxville, TN office from 8 a.m. - 4 p.m. if interested.

Granite Transformations has immediate need for experienced remodeling installers and fabricators. They're seeking professional appearances, steady job history, trim/cabinet experience, ability to pass a background check, agreement to workplace drug/alcohol policy, ability to work normal hours beginning at 7:30 a.m. and have a Valid Tennessee Driver's License. Call (865) 288-7171 for information.

Cirrus Insight is the #1 Sales Productivity tool that lives where you work: your inbox! Used by top businesses, non-profits, and universities around the globe to save time daily. Try out the FREE 14 day trial and take advantage of the 20% discount on their productivity app software subscription for Gmail and Outlook. Call (844) 287-0950 or email ncudzilo@cirrusinsight.com for info.

Puleo's Grille is offering 10% off your first catering order! Call (865) 556-2737 to quote your next meeting or event.

Lange Animal Hospital is excited to welcome Dr. Katherine Baine! She attracts a unique group of animals including those with scales and feathers!

The Ignite Women's Leadership Summit is excited to announce that Dr. Trish Holliday, Assistant Commissioner and Chief Learning Officer for the Tennessee Department of Human Resources, will be the opening speaker for the 2018 Ignite Women's Leadership Summit. Dr. Holliday kicks off a powerful line-up of speakers for the Friday, June 8th event. The theme for this year's Summit is *Igniting Women Leaders*.

Tennova Healthcare invites you to a free seminar to find out if you are a candidate for weight loss surgery. Seminars are the 1st and 3rd Thursday of each month, 5:30 p.m. to 7:00 p.m., at Turkey Creek Medical Center, 10820 Parkside Drive, Knoxville. For more information, or to register, call 1-855-TENNOVA or visit TennovaWeightLoss.com. Please register at least one day in advance!

The DW Designs is excited to announce their 1 year Brick and Mortar party! Come celebrate with them Friday, April 20th from 4pm-8pm at 145 West End Ave. There will be live music, games, local food trucks, giveaway bundles and even a few prize drawings!

FirstBank -Farragut says if you have our First Rewards Checking account and have at least one direct deposit, 10 debit card transactions, and internet statements each month then you qualify for our First Rate Money Market with an interest rate of 1.31% APY up to \$250,000.

BK Lash & Skin Boutique's Spring Lift Package is only \$150 just in time for prom or the start of summer! The Spring Lift Package includes the Image O2 Lift and a Lash Lift and you will leave looking fabulous! To book an appointment, call (865) 257-9468 or visit <http://www.bklash.com/>.

Aging adults, depending on health/living situations, have a variety of needs. One that is important for all seniors is companionship. **Acti-Kare Responsive In-Home Care's** companion care program provides trained compassionate companions and a caring attitude and is offering TWO FREE visits for a limited time. For information call (865) 383-1160 or visit <http://swknoxville.actikare.com/>.

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President Quotes 'n Notes

Julie A. Blaylock



Spring may have sprung but it can be hard to tell here in East Tennessee when temperatures are swinging as wildly as they have been!

I'm trying not to despair too much over the cold snaps we've continued to encounter even in April (my lilacs probably aren't as optimistic). Cold weather can actually inspire different types of mental creativity versus warm weather, so it stands to reason that when you have both in the same week—or day—you're getting to experience the best of both worlds.

A study published in the journal *Acta Psychologica* in 2014 revealed that people who were made to feel warm through a hot cup of tea, a heating pad or just being in a warmer room, were much better at creative drawing, categorizing objects and thinking of gift ideas for others.

When the study participants were made to feel cold, however, they were better at recognizing metaphors, thinking of new names for objects and planning abstract gift ideas.

The theory is that warmth helps people with warm relational creativity, meaning they feel psychologically closer to others and more generous toward them. Cold temperatures stimulate referential or "cold processing" which requires us to distance ourselves from emotional distractions, helping us to understand ideas/processes that require clear visualization.

Regardless, summer will be here before we know it, so we might as well enjoy this zany season while we can. Enjoy these quotes about spring which prove that over the course of multiple decades, not much has changed about people's reactions to wild weather!

"In the spring, I have counted 136 different kinds of weather inside of 24 hours." (Mark Twain)

"The first day of spring is one thing, and the first spring day is another. The difference between them is sometimes as great as a month." (Henry Van Dyke)

"Spring is when you feel like whistling even with a shoe full of slush." (Doug Larson)

"Spring is the time of year when it is summer in the sun and winter in the shade." (Charles Dickens)

"No winter lasts forever; no spring skips its turn." (Hal Borland)

Who's who... The DW Designs

By Erin Collins



What better way to show state pride than to shop locally? You can do exactly that at The DW Designs, a family owned start-up apparel and goods business located in the heart of Farragut!

It all started with a box of just 25 t-shirts that Dan and Dawn Wilson decided to take to a festival in Englewood, TN. A picture of the t-shirts was shared over social media and with the help of friends and family, the t-shirts became very popular. Dawn explains that the shirts sold out, "So we ordered another box, not thinking we would have a brand, and a store and be in 40 stores all over the place!" After 3 1/2 years of working on the business along with their full time jobs and raising kids, they were able to grow The DW Designs into something they are extremely proud of.

Along with Tennessee inspired designs, Dan loves to help create custom designs that can help others, too, by offering schools or organizations quality designs/shirts within their budget that they can purchase and sell to raise money for whatever they may need. For Dan, "The best part is being a place that churches, schools, and small businesses can go to and we love it." The DW Designs has helped with First Baptist Concord's first ever Joy Conference and are currently designing a shirt to help a local family raise money for adoption. Not forgetting their roots, The DW Designs is the corporate sponsor for "Gather to Gift," a barn sale shopping and dining event on April 26 to raise money for an at-risk teens program in Athens, TN—the county where Dan grew up.

Along with their custom designs, Dan has started another brand called, "Territory Wrestling Tees." Working directly with pro wrestlers, Dan creates original designs to help support their pro wrestling career.

When asked about their future plans, they both laugh saying, "things have JUST settled down after the store opening almost a year ago!" adding that they plan to enjoy what they have been blessed with. Come and wish them a happy one year anniversary at their Brick and Mortar Party on Friday, April 20th at the store, at 145 West End Ave!

Shop their store at West End or online at www.thedwdesigns.com. For more information you can reach them at 865-288-7008, on social media @thedwdesigns or by email at thedwdesigns@gmail.com.

Welcome to our new Farragut West Knox Chamber Members!

Baker, Donelson, Bearman, Caldwell, & Berkowitz
Randy Patterson
 265 Brookview Center Way, Suite 600
 Knoxville, TN 37919
<http://www.bakerdonelson.com>

Gables & Gates, REALTOR®
Cherie Sydes
 12317 N. Fox Den Drive
 Knoxville, TN 37934

CPI Security
Mike Dunn
 6721 Baum Drive
 Knoxville, 37919
<http://www.episecurity.com>

Fox Den Living
Denise Bash
 11913 South Fox Den Drive
 Farragut, TN 37934

Fox Moving and Storage
Jeffrey Burdick
 2403 Dutch Valley Drive
 Knoxville, TN 37919
<http://www.foxmovingknoxville.com>

Granite Transformations
Jason Pitts
 10539 Lexington Drive
 Knoxville, TN 37932
<http://www.GraniteTransformations.com>

Kinetic Business Strategies
Karl Lebert
 Knoxville, TN 37922
<http://www.kineticbusinessstrategies.com>

Lewis Group Architects
Mary Martin
 6512 Deane Hill Drive
 Knoxville, TN 37919
<http://www.lewisgroup.net/>

Manorhouse Assisted Living & Memory Care
Lynne Overton
 8501 S. Northshore Drive
 Knoxville, TN 37922
<http://www.manorhouseretirement.com/>

New York Life Insurance
Billy Simmons
 265 Brookview Centre Way
 Knoxville, TN 37919

Nexus Homebuyers
Zach Tetley
 118 N Peters Road, Suite 106
 Knoxville, TN 37923
<https://www.nexushomebuyers.com/tn/we-buy-houses-knoxville-tn/>

Strayer University
Jason Adkins
 10118 Parkside Dr., Suite 200
 Knoxville, TN 37922
<http://www.strayer.edu>

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

Did you know businesses/organizations can submit their application and payment online?

Visit www.farragutchamber.com and click "Join the Chamber!"

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 March. 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.

Buffalo Wild Wings
 Central Knox, Inc.
 Claris Networks
 Clarity Pointe Knoxville
 Coldwell Banker Wallace & Wallace - Mary Parsons
 Comfort Inn & Suites Knoxville West
 Concord Veterinary Hospital
 Crye-Leike Realtors
 David's Abbey Carpet & Floors
 Elwood Staffing
 Express Employment Professionals
 Farragut ENT & Allergy
 First Citizens Bank - Campbell Station Financial Center
 First Tennessee - Cedar Bluff Financial Center
 First Tennessee - Middlebrook Pike Financial Center
 Foxy Locks, LLC
 Hilton Knoxville Airport
 Holiday Inn Knoxville - Cedar Bluff
 Home Federal Bank-Concord
(Thank you for your Anchor Enterprise Membership!)
 Hudson & Hudson, P.C.
 Jet's Pizza of Farragut
 Kings of Real Estate
 Knox Graphics & Designs

Lalka Tax Services, LLC
 Leukemia and Lymphoma Society
 Nelson Law Group
 Northshore Senior Living
 Panera Bread - Turkey Creek
 Paychex, Inc.
 Pipe Wrench Plumbing, Heating & Cooling
 Privett/Summit Insurance Group
 REO, LLC
 Saddlebrook Properties
 Sherrill Hills Retirement Community
 SouthEast Bank - Farragut
(Thank you for your Admiral Elite Enterprise Membership!)
 SouthEast Bank - Hardin Valley
 Southeastern Dermatology
 Springhill Suites by Marriott
 State Farm Insurance - Jeannette Rogers
 Summit View of Farragut, LLC
 Tennessee Valley Fair
 TNBank
 United Community Bank
(Thank you for your Anchor Enterprise Membership!)
 Volunteer Ministry Center
 Walker's Collision Repair
 West Knox Chiropractic Group
 Woody Creek Realty, LLC

Calendar of Events

Members can RSVP for these events through their online Member Information Center at farragutchamber.com. Call 675-7057 or email info@farragutchamber.com for a link to create your account!

April 19, 2018
 8:00 – 9:30 a.m.
Networking
 Michael Brady, Inc.
 299 North Weisgarber Road

April 26, 2018
 5:00 – 6:30 p.m.
Networking
 Roosters Men's Grooming
 11679 Parkside Drive

May 3, 2018
 8:00 – 9:30 a.m.
Networking
 Choices in Senior Care
 151F Market Place Boulevard

May 10, 2018
 8:00 – 9:30 a.m.
Networking
 Crye-Leike Realtors
 9539 Kingston Pike



Farragut West Knox Chamber of Commerce

11826 Kingston Pike, Suite 110 | Farragut, TN 37934

865-675-7057 | 865-671-2409 Fax
 e-mail: info@farragutchamber.com | www.farragutchamber.com

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

TSBDC

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

The Knoxville TSBDC has several upcoming valuable small business training seminars and workshops. For small business owners, working "on" their business is often more important than working "in" their business. Join us for any or all of the following free training opportunities:

2018 Marketing Workshop: Step-by-Step Guide to Building Your Own Marketing Plan

This workshop will help you draft your own marketing Plan for 2018 and beyond.

First, Identify your target customers, and what sets you apart from the competition.

Next, experienced professionals will guide you through drafting your own plan to strategically market your business, retain your customers, and reach your goals for growth.

Conversation will include:

1. Keyword Strategy: identify the keywords you would like to optimize for your website.

2. Search Engine Optimization Strategy: document updates you will make to your website so that it will appear more prominently depending upon your keyword choices.

3. Paid Online Advertising Strategy: select the online advertising programs you will use to reach your target customers.

4. Social Media Strategy: document how you will use social media websites to attract customers

Leave the workshop with your first draft marketing plan.

Speaker(s): Victory Harbin, Tech Nav and Chad Rogers, Old Number Eleven

Parking is available in the Market Square Parking Garage located at the corner of Walnut Street and Wall Avenue. The cost is \$1.00 per hour.

Fee: No Cost

Wednesday, April 18, 2018

8:30 a.m. - 12:30 p.m.

17 Market Square #201, Knoxville

Cybersecurity Workshop: Plan to Keep Your Business Safe

Cybersecurity is a vital part of keeping any business healthy. Whether you are a home-based sole proprietor or large corporation, you cannot afford a security breach.

Meet with computer experts from Tech Nav to learn how to keep your business, data, and all your devices secure. Readily identify potential breeches and devise a cybersecurity action plan for your business. Tools will be provided to write your cybersecurity plan during the program.

Speaker(s): Representatives from the FBI will join Victory and Charlie Harbin, Tech Nav.

Parking is available in the Market Square Parking Garage located at the corner of Walnut Street and Wall Avenue. The cost is \$1.00 per hour.

Thursday, April 19, 2018

9:30 a.m. - 12:00 p.m.

17 Market Square # 201, Knoxville

Where's the Money?- Funding Fundamentals

Applying for a Business Loan & Meet the Lenders

Agenda:

11:00 a.m. - 12:15 p.m.

Sources of Business Funding and Applying for a Loan- Discussion Includes: Navigating your business banking relationship, telling your story well, knowing how much money you will need and how you will use it, repaying the money and different types of capital, what happens if you default?, identifying and avoiding predatory lenders.

12:15 - Break - Working Lunch

12:30 - SBA-Approved Lenders and Overview of Loan Programs. Represented Lenders include: American Capital, Areawide Development Corp. Citizens Bank of Blount County, Highlands Union Bank, Knoxville Area Urban League (KAUL), Pathway Lending, Pinnacle Financial Partners, SmartBank, TNBANK, United Community Bank, U.S. Bank. 1:30 p.m. - One-on-one conversations with bankers

2:00 p.m. - Close Program

Speaker: Mason Worthington Bruce Hayes, Director, Knoxville Area TSBDC, Pathway Lending

Tuesday, April 24, 2018

11 a.m. - 2 p.m.

Honey Rock Victorious Church

404 Holston Drive, Knoxville

For more information call 865-246-2663 or visit our website at www.TSBDC.org.



Newspapers piling up?

We have a great solution that will benefit both you and the Chamber. We have a recycle bin available behind the farragutchamber.com offices.

All proceeds are donated by the farragutchamber.com to the

Farragut West Knox Chamber of Commerce Continuing Education Grant Program.
 11863 Kingston Pike
 Behind the farragutchamber.com Building