



CHAMBER LIFE

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

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A PUBLICATION OF THE FARRAGUT WEST KNOX CHAMBER OF COMMERCE

NOVEMBER 2019

YPs Lead First Speed Networking



The Chamber's new young professionals committee closed out the 2019 program year with a fun fast-paced opportunity: a Speed Networking event. Chamber President/CEO, Julie Blaylock, relied heavily on the expertise of committee members for guidance, having never hosted or even participated in such an event before. Committee members currently are Katie Park - SouthEast Bank (Board liaison), Adrian Hall - Movement Mortgage, Chloe Pool-First Utility District, Victory Harbin-The Social Brand, and Cody Barnes - First Citizens Bank (Ambassador Liaison).

"This event was very much one of us/me saying, 'Guys, take the wheel!' and then standing back to just support them as best we could!" says Blaylock, laughing. "This was a definite change from what we normally do, but change is great." The committee voted to host the event during business hours, to start, from 3-5pm in order to not infringe on people's busy after-5 schedules, to keep refreshments light so the focus could be on networking, and to provide a warm but structured environment. Harbin, who has hosted several of these event types explained, "These events are ideal for people who hate walking into a room full of strangers, like you have to do at regular networkings."

Attendees were given a chance to grab coffee or snacks upon arriving, then given instructions on how the event would work. One set of attendees stayed in

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Chamber Adopts Again for Open House

Thanks to the tremendous response from the membership for the families adopted through St. John Neumann's Saint Vincent De Paul Society during the Chamber's 2018 Holiday Open House, the chamber is adopting once again for the holidays.

This year, the Chamber hopes to make the holidays much brighter for six families through member Kids First Child Advocacy Center (CAC) of the 9th Judicial District. With a mission to end the pain of child abuse, and serving children largely from Loudon, Roane, Meigs and Morgan counties, every child the CAC sees has been severely physically or sexually abused. During the holiday season, they annually identify families in their care (receiving support / therapy / services) who are most in need of assistance to have the same happy holiday so many take for granted.

Members and their guests are invited to bring a new unwrapped item from the wishlist for the "Gold Giving Tree" inside the Chamber office. Items can be delivered to the Chamber on Thursday, December 12, from 4-7pm (or beforehand). Duplications are welcome; the CAC serves many families so any gift will go to a good home. Businesses who volunteer to adopt an entire family—fulfilling all wishes—will be gifted additional advertising from the Chamber.

"Gold Givers" His Security, LLC; MBI Companies; and

Mike Baker Insurance Consulting have already stepped up to answer the call for three families.

Members shouldn't forget that the open house is a time to celebrate with members and friends before the holidays at the Chamber offices at 11826 Kingston Pike.

No RSVP is required (though appreciated). Parking is ample at FirstBank next door and across the street in front of the old Ingles space.

Member restaurants, caterers or anyone in the food industry can show off their favorite new dish or an old classic by supplying approximately 100 sample portions alongside menus or holiday specials; servers are welcomed but not required. All food sponsors receive logo recognition as soon as they commit and beyond the event date.

The chamber halls will be fully decked and open along with a climate controlled tent by Event Rentals by Rothchild in our front parking area. Guests will enjoy live holiday music performances, and sample all kinds of beverages and food.

Businesses wishing to participate through event sponsorship OR food/beverage sponsorship can call 675-7057 or email suzanne@farragutchamber.com.

Please join us December 12 to let the Chamber say THANK YOU for business support all year-long, and to wish each other a happy holiday and successful new year!



Board "Retreats" to Strategize; Welcomes Fox



The Chamber office was quiet on November 5, but staff and board directors were definitely not. Board members, officers and chamber staff retreated to SouthEast Bank in Farragut for a day-long session of training, planning, and goal setting for the upcoming year. Newer board members, Christine Dean and Robin Biggs, got to dig deeper into the Strategic Plan the board created for 2019-2022 under the guidance of Greg Cline with inclineHR, with a vision "to be the conduit of economic

vitality and foremost resource for the business community." The vision aligns with the updated mission statement "to strengthen, promote, and create business opportunities through relationships and education that encourage member success."

Led by David Horsewood of Fire by Light, LLC, board members went through the paces of learning how to better tell the Chamber's story; included in the training were exercises on building rapport with peers and members,

with results that had all laughing, and everyone learning. The afternoon session consisted of revising goals set in late 2018, progress updates, and revisions to the Chamber's short-term focus.

The board also held a special meeting and vote at the start, electing to fill a vacant director's seat with a 2018 applicant/candidate, Teri Jo Fox of The Knox Fox Real Estate Firm. Fox is one half of the local realtor team, The Knox

See BOARD on Page 4

ENTERPRISE CLUB

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

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!

Mountain Commerce Bancorp, Inc., The Knoxville, Tennessee-based bank holding company and parent of Mountain Commerce Bank (MCB), reported consolidated net income of \$3.17 million for the third quarter of 2019, up from \$2.61 million for the third quarter of 2018, an increase of 22 percent. Earnings per fully diluted share for the quarter ended September 30, 2019 totaled \$0.51 versus \$0.42 for the third quarter of 2018. It was the twelfth consecutive quarter in which MCB achieved record operating earnings.

Pinnacle Financial Partners is one of the nation's Best Banks to work for, having earned the No. 13 spot on the annual list compiled by American Banker magazine and Best Companies Group. Congratulations Pinnacle Financial Partners!

Rebecca Huckaby, APR, AAAE, of **King University** has been inducted into the Public Relations Society of America College of Fellows, one of 11 new members from across the U.S. so honored. A vice president of public relations at the Metropolitan Knoxville Airport Authority, Huckaby, since 2012 has instructed students in the communications department at King's Knoxville campus. Congratulations Rebecca!

Tennova Healthcare recently welcomed Dr. Jason Collins, family medicine physician, to his new office at Tennova Primary Care – Choto. Collins specializes in caring for men, women, and children ages 2 and older. Collins is also dedicated to the prevention and management of chronic conditions such as diabetes, asthma, hypertension and high cholesterol. Welcome Dr. Collins!

With continued growth and success within all of the markets it serves, **MBI Companies, Inc.** announces the expansion of leadership roles by naming Bill Steverson as President and Louis Cortina as Chief Financial Officer. Both Steverson and Cortina have been with the firm for more than two decades and bring extensive knowledge of the firm's daily operations to their new roles. Bill Steverson formerly served as the Vice President of Architecture and Chairman of MBI's Board of Directors. Louis Cortina assumes the position of Chief Financial Officer and Director of Operations for the company. Congratulations Bill and Louis!

His Security Co-owner Scott Brockamp Top Man in Real Men Wear Pink Knoxville 2019. As of the end of this year's Real Men Wear Pink campaign, Scott raised \$44,414 for the local American Cancer Society, surpassing his goal of \$40K by over 10%! Scott fell out of the top 10 in the nation the last day of the campaign, missing that distinction by only about \$1400. Imagine the help and services that ACS can provide to our neighbors in their fight against breast cancer from the over \$97,000 raised in Knoxville, stays in Knoxville! Scott is committed to wearing pink again in September 2020. He and his team are planning another dynamic campaign; hoping to include a little out-of-the-box fun. Stayed tuned to ScottWearsPink on FaceBook for a year's worth of information and inspiration.

Town of Farragut Countdown to Light the Park – November 25 from 5-10 p.m. The Town of Farragut and the Farragut Business Alliance unveil holiday cheer with more than 68,000 lights at Founders Park at Campbell Station. This event is free, featuring live entertainment and refreshments.

Veteran's Reception and "A Day of Infamy" presentation at the Farragut Museum on December 2 from 6-8 p.m. Veterans are invited for light refreshments, Farragut Museum tours, and a "Day of Infamy" lecture.

Celebrate the Season at the Farragut Community Center on December 6 from 4:30-7 p.m. This festive evening features photos with Santa Claus, cookie decorating, crafts, Farragut Museum tours, and other live entertainment.

Networkings

Crye-Leike Realtors – October 3, 2019



The amazing team at **Crye-Leike Realtors** greeted networking guests with true hospitality. Pictured (L-R) are Stephanie Walker, Shauntay Stiles, Amy Nelson, Tony Sawyer, Diana Traylor, Jack Lowery, Tashina Perry and Michael Cooper.



Greg Obenschain-*TnPro Residential Inspection, LLC* pauses for a photo with FWKCC Board Member Robin Biggs-*Hilton Garden Inn-Cedar Bluff*.

His Security, LLC – October 10, 2019



Fighting the fight for the American Cancer Society and wearing pink to prove it are (L-R) Jeremy Scurlock, Doug Fraker, Scott Brockamp and Christine Dean.



FWKCC Ambassador Tom Sharp-*Via Media, Inc.* welcomes newest member Sandra Sudduth-*Rocky Top K9, LLC* with a smile and handshake. Behind Tom is Kent Davis-*Mr. Sandless* who is pointing to the iPad FWKCC Ambassador Daniel Maw-*FASTSIGNS®* is holding.

NAI Koella RM Moore – October 24, 2019



The evening event was very well attended and enjoyed by all. Pictured outside of their offices are NAI Director Maribel Koella and President, Principal Broker Roger Moore (who informed attendees during announcements he is a proud supporter of the FWKCC and also a Farragut High School alumnus).



Aaron Spencer-*Woolf-McClane, Bright, Allen & Carpenter, PLLC (L)* checks in with FWKCC Ambassador Cara Knapp-*oysk3 architects* as Ron Bechler-*Bloom Interior Painting* (center) speaks with Julie Blaylock-*FWKCC*. Pictured behind Ron is Alan Diskin-*104.9 Good Time Oldies-WTNQ* radio personality.

Y-12 Federal Credit Union (Cedar Bluff Branch) – October 31, 2019



Introduced for the first time are networking guests Miriam Kloster-*Park Place of West Knoxville* and Lynn Petr-*Shangri-La Therapeutic Academy of Riding (STAR)*.



Gathering for a group photo are (L-R) Vicki Esponge – *Hampton Inn West at Cedar Bluff*, Carly Longmire-*Pioneer Heating & Air*, and FWKCC Ambassador Marianne Morse-*Mary Kay Cosmetics* and Peyton Otis-*Northwestern Mutual*.



Ribbon Cuttings

Board & Brush – October 1, 2019



Brittany Grissom (center, holding scissors) cuts the ceremonial ribbon as family, friends and members of the community including David Smoak-Town of Farragut (fifth from left, wearing tie) and representation from Knox County Mayor Glenn Jacob's Office join the celebration.

FUELing Your Career

Each month this section will feature a piece written by a member business or young professional aimed at working professionals or recent graduates seeking tips and tools on how to FUEL their growing career, whatever the industry. The Chamber is excited to include this in conjunction with our growing young professionals program, F.U.E.L. (Focus. Unite. Engage. Lead.)

Being the New Hire

by Jennifer White, MBA

Everyone in the work force started out as a new hire. Unfortunately, there seems to be a magical force that erases the memory of being new to seasoned employees. This can result in some difficulties for someone trying to learn the ropes of a new job. There are many opportunities for a new hire to break through the curse and get the most out of training in their new role.



White

First, you are a new player joining a new team. Be prepared to play your part before you ever clock in. When you applied for the job and interviewed, you probably researched the organization. Continue to educate yourself for the position. Learn the mission and vision for the company. Study your job description. Be confident in the areas of the required work that you will shine the most. Highlight and prepare for the areas where you may need improvement. Go in on your first day and discuss these things with your trainer. Explain to them how you will contribute to the goals of the organization.

Second, absorb as much information as possible, and then take in a little more. Ask questions, take notes, and do not make assumptions. The other members of your team will be impressed with your desire to know more about the job and the overall organization. Ask your trainers what they find is the most challenging aspect of the job, or what was the most difficult thing to learn. Once they tell you their thoughts, ask them how they overcame the obstacle. This makes for great discussion that will most likely guide you to avoid any of the same hurdles. It will also prove your dedication to navigating the training and becoming a contributing team player.

Finally, always ask for feedback and make sure it is documented. Have an open line of communication with your trainers and other team members and invite them to critique your performance daily. Look for things you did well, and things you need to improve on. Feedback is a measuring tool that can be used to monitor your progress. In a training program, you should be making progress each day. This will give you specific details on your performance, along with goals for your progression.

Jennifer White is a proud MBA graduate of King University.

For more information on King University programs of study, contact Enrollment Counselor, Anthony Lanagan at alanagan@king.edu.

Speed

From page 1

their seats, while another set moved every 3-4 minutes. They were given questions to guide their introductions but to also prompt them to open up and be creative. Park and Pool acted as callers and timekeepers, Barnes assisted with check-in and welcomes while Hall filled one of the networking slots and role-modeled for attendees. After an hour passed, the final 20 minutes were given over to door prizes and a chance for guests to follow-up with anyone they wanted more time with.

Stay tuned for the 2020 program of events for this talented team by following our Facebook (@farragutwestknoxchamber) or visit our website calendar at www.farragutchamber.com > Events > Chamber Calendar.

Autumn Lane Memory Care - Grand Opening – October 8, 2019

Pictured (third from left) is Brandy Manifold, Billie Joe Mashburn, Carol Hudleston (center, holding scissors) Mari Falk, Ginger Toker, Mayor Ron Williams-Town of Farragut, Knox County Mayor Glenn Jacobs (behind Brandy, wearing suit and tie) along with Chamber ambassadors, family and friends who joyfully assembled with them prior to cutting the ceremonial ribbon.



Knox Dough – October 15, 2019



Excitement abounds as Janet Curtis (center, green shirt) husband Steve (wearing ball cap), family and friends including (in no particular order) Blaine Atkins, Mileigh Atkins, Makenna Atkins, Kimmie Garvey and Lily Daniel along with Knox County Mayor Glenn Jacobs (back row, behind Janet), John Schoonmaker – Knox County Commissioner (beside Mayor Jacobs), Chamber ambassadors, and neighbors gather in front of their newest location.

BW James Jewelers – October 22, 2019

Joseph Sanger (center with tie, holding scissors), Michaela Walker (black dress), and Elizabeth Lefevers (beside Michaela) smile dazzlingly just prior to the ribbon cutting ceremony. Chamber ambassadors, representation from Knox County Mayor Glenn Jacob's office, neighbors and friends also sparkled with joy.



Moonshine Mountain Cookie Company – October 30, 2019



Surrounded by co-owners, staff, family and plenty of chamber ambassadors and members, owner Robin Maddux (center in apron) celebrates the opening of Moonshine Mountain Cookie Company's newest west location, which offers not only fresh-baked cookies but ice cream, too!

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TSBDC

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

The Knoxville TSBDC has several valuable small business training seminars and workshops coming soon.

Join us for some of the following opportunities:

• Government Contracting 101 – How to Get Ready

Contracting with the Federal Government can open the door to many opportunities for your small business and can aid your business' growth. This seminar covers the basics of government contracting, what it takes to be a government contractor, and an overview of the steps to get started. Discover if government contracting is right for you and your business.

The University of Tennessee Center for Industrial Services has provided these services since 1986. PTAC (Procurement Technical Assistance Center) is funded, in part, by the U.S. Department of Defense.

Thursday, November 7, 9:00AM to 12:00PM, Fee: No Cost

Speaker(s): Paul Middlebrooks, UT Procurement Technical Assistance Center, 17 Market Square #201, Knoxville, TN 37902

For registration information call 865-246-2663 or visit our website at www.tsbdc.org.

• How to Lead Change

This four hour class at Pellissippi State's Hardin Valley Campus is perfect for both new and experienced supervisors, managers and leaders. Whether you're in the middle of working through change or believe your workplace could be facing change in the future, this class will help you with the transition.

Thursday, November 19, 8:30AM to 12:30PM, Fee: \$59

Pellissippi State Community College – Hardin Valley, 10915 Hardin Valley Rd, Knoxville, TN 37932

For registration call 865-539-7167 or visit www.pstcc.edu/bcs.

• Rapport & Results

Do you know the single best way to connect with people? Be interested in them. It sounds simple enough, but things get in the way. Things like trying to make a good impression, shyness, stress, selfishness, and busyness often destroy rapport and cause ickiness. Whether you're trying to grow your business, work better together with your team, or improve your marriage and family, being sincerely interested in others is critical. • Learn how to show sincere interest without fear of being seen as nosy or pushy. • Develop the confidence to initiate new relationships and improve existing ones. • Gain greater understanding of what undermines rapport and sabotages results. • Become increasingly aware of the power you have to make a difference.

Wednesday, December 4, 9:30am to 11:30am, Fee: No Cost

Speaker(s): David Horsewood, Fire By Light LLC, Co-Sponsor(s): Farragut West Knox Chamber of Commerce

Farragut Town Hall, 11408 Municipal Center Dr., Farragut, TN 37934

NEW:
Sign up for automatic
billing/payment of your
annual membership and
receive a 5% discount!

Login to your Online Member
Portal and go to Company >
Billing > Add Payment Profile
OR contact
Suzanne@farragutchamber.com
for info!



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.

Welcome to our new Farragut West Knox Chamber Members!

The Chamber welcomes these businesses who joined us recently in the month of October! Did you know businesses/organizations can submit an application & payment online? Visit www.farragutchamber.com and click "Join the Chamber!"

A&A Investigations and Consulting Group
Ricky Hill
<http://aa21investigations.com>

Artisan Row
David Morgan
939 Banks Ave.
Knoxville, TN 37917
<http://www.artisanrowstudio.com>

Bentley & Associates Home Inspection Services
Susan Bentley
<http://www.bentleyhomeinspection.com>

MD Weight Loss & Wellness Center
Mary King
11416 Grigsby Chapel Road
Suite 102
Knoxville, TN 37934
<http://mymdweightloss.com>

Midwest Communications, Inc.
Randy Ross
1100 Sharps Ridge Memorial Park Drive
Knoxville, TN 37917
<http://www.wimz.com>;
www.b875.com; theduke.fm;
jackfknnoxville.com

Prime West Knoxville
Teresa Ingram
1932 Falling Waters Rd.
Knoxville, TN 37922
<http://www.primewestknoxville.com>

Prosperity Partners Wealth Management
Cindy Hinson
306 Prosperity Road
Suites 101 & 103
Knoxville, TN 37923
<http://www.prosperitypartnerswm.com>

Seeds of Change, LLC
Ian Dovan
3520 Middlebrook Pike
Knoxville, TN 37921
<http://www.growingseedsofchange.com>

The Law Office of Cody F. Fox, PLLC
Cody Fox
12748 Kingston Pike
Suite 204
Knoxville, TN 37934
<https://codyfoxlaw.com>

Wolf, McClane, Bright, Allen & Carpenter, PLLC
Aaron Spencer
900 S. Gay Street
Suite 900
Knoxville, TN 37902
<http://www.wmbac.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 October. 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.

A special thank you goes to these renewing members who are continuing their support of our chamber and the businesses it serves through their above and beyond Enterprise Membership:



Thank you for your
Anchor Enterprise Membership!



Thank you for your
Captain Enterprise
Membership!

Big Kahuna Wings
BK Lash & Skin Boutique
Bryan Insurance Group, Inc. -
Farragut Office
Children's West Surgery Center
Click Funeral Home/Farragut Chapel
Colby's Photography
Connors Steak and Seafood
Edward Jones - Financial Advisor:
Betsy Herzog
Embroidery Boutique by Designs For You
The Episcopal School of Knoxville
Farragut High School
Fleener Security Systems, Inc.
Gables & Gates - Susie Lash

Hicks Orthodontics-
Joseph Hicks, DDS, MDS
Knoxville TVA Employees Credit Union -
Bearden Branch
McAlister's Deli
ORNL Federal Credit Union - Farragut
ORNL Federal Credit Union- Farragut
Kroger
Pinnacle Financial Partners - Seven Oaks
Re/Max Preferred Properties-
Ryan Levenson
Reuben N. Pelot, III, DDS, PLLC
Signarama
StaffingSolutions,
An EmployBridge Company

State Farm Insurance -
Cindy Doyle
Summit Media, Inc.
Thierry Sommer & Associates
Tradebank of Knoxville, Inc.
University of Tennessee -
Center for Career Development/
Employer Development
US Bank - Bearden
US Bank – Hardin Valley
US Bank – West Knoxville
Van Elkins & Associates, CPAs
Webb School of Knoxville
Women's Basketball Hall of Fame
Years Younger MediSpa

Board

From page 1

Fox, compromised of herself and husband, Eric Whitener. Since receiving her real estate license in 2007, Fox has reached several achievements in the industry, including graduating from the Knoxville Area Association of Realtors first Leadership Class and being only the second Knox County recipient of Crye-Leike's Circle of Excellence award in 2018. Fox and Whitener opened their own firm in 2019 in Farragut.

Sincere thanks is extended to all directors for their continued time investment in the Chamber!



Calendar of Events

Members can quickly RSVP for events in their Member Portal at <http://members.farragutchamber.com/login>.

Call 675-7057 or email info@farragutchamber.com for a link to create your account! Visitors/Guests can register by clicking the links on the Chamber Calendar (www.farragutchamber.com > "Events") and registering under "Not a Member?"

November 14, 2019 **Networking**
4:30 – 6:00pm
Blue Ridge Yoga & Wellness Center, LLC
623 N. Campbell Station Road,
Farragut 37934
Stay after for a FREE
(Beginner or Power) Yoga Class!
Sign up at <http://bit.ly/34a61jg>
use the code "CHAMBER"

November 21, 2019 **Networking**
8 – 9:30am
Superior Carpet & Rug Cleaning
114 Sherlake Lane, Knoxville 37922

Nov. 28-29, 2019 **Chamber Closed – Thanksgiving Holiday**

December 5, 2019 **Networking**
8 – 9:30am
Home Trust Bank - Farragut
11916 Kingston Pike, Knoxville 37834

December 12, 2019 **Annual Holiday Open House**
4 – 7:00pm
(for Members and their Guests)
11826 Kingston Pike, Knoxville 37934
Bring a Donation for our Gold Giving Tree to help Kids First Child Advocacy Center

December 19, 2019 **No Networking-Shop our Members!**

December 24, 2019 **Chamber Closed-Holidays**
– January 1, 2020