

Your CHAMBER Matters

The MGCCI Mission:

*To unite, promote,
improve and advocate for the
business community in and
around Morton Grove.*

2011 MGCCI

Board of Directors

President:

Christine Sullivan -
MB Financial Bank

1st Vice President:

Rosetta Metz -
Morton Grove Public Library

2nd Vice President:

Richard Block -
Creative Promotional Products

Secretary:

Kristina Otte -
Morton Grove Farmers' Market

Treasurer:

Ron Lundin -
Lin-Mar Motors

Past Presidents Club:

Nick Marino -
Century 21 Marino Real Estate

Directors:

Gail Kachoyeanos -
Attorney at Law

Cindy Kopczyk-
Inland Bank

Bea Lipski -
Minuteman Press

Teresa Hoffman Liston -
Attorney & Counselor at Law

Christina Marino -
Century 21 Marino Real Estate

Matt Mitchell -
State Farm Insurance

Jerry Muscarello -
Life Storage

Executive Director -

Jacqueline Liston

Membership Services -

Kathy Hancock

Don't Miss Your Opportunity to be in the 2011-2012 Community Guide!

The Morton Grove Community Guide is a bi-annual comprehensive resource providing residents and visitors a wealth of information about village, park and library services, local elected officials, schools, organizations and frequently used phone numbers. The Guide serves as the Village's premier business directory and referral source and will be distributed to every postal address in Morton Grove this Spring. **The Community Guide is an exclusive and affordable way for Chamber Members to market themselves to businesses and consumers. Only Chamber Members are listed in the Directory and can advertise in the Community Guide.**



- Magazine publication with 2 year shelf life
- The Guide is kept and used by residents, visitors and businesses year round
- Residents and businesses are encouraged to Shop Locally
- Chamber members receive **TWO FREE LISTINGS**
- alphabetically & categorically

**Ad Rates have dropped significantly
since the last time the guide was published!**

*For More Information or to reserve your ad space see the attached flyer or
Call Jacky Liston at (847) 965 0330*

Coming This Month—The New and Improved Chamber Website—MGCCI.org!

Watch for email announcements about changes to the Chamber's Website coming later this month. We are making major improvements to give you and your potential customers more information and provide many more opportunities to promote your business. These new features include:

- ★ Searchable business directory arranged both alphabetically and categorically
- ★ All members will have their own page which can be instantly updated
- ★ Improved interactive events calendar
- ★ Current and past newsletters can be easily accessed
- ★ Instant links to the Chamber's Facebook Page for the latest member news, pictures and articles
- ★ Links for Registering for Chamber programs and events
- ★ More opportunities to provide business to business and business to consumer promotions

Call Jacky with any Questions or Comments

**MGCCI
UPCOMING EVENTS**

For details call 847-965-0330

March 2011

Tuesday, March 8

Crazy Jaws Grand Opening
Starting at 4 PM
9001 Waukegan Rd.

Wednesday, March 9

Women's Power Lunch
11:30 AM—1:00 PM
China Chef Restaurant
\$10 Presale
\$12 at the Door

Thursday, March 10

Taste of Morton Grove
5:30—9:00 PM
White Eagle Banquets in Niles
Tickets \$30 Presale
\$35 at the Door

Wednesday, March 23

Business After Hours
5:30—7:00
American Legion Civic Center
6140 Dempster St.

April 2011

Wednesday, April 13

Women's Power Lunch
11:30 AM—1:00 PM
Crazy Jaws Roadhouse
9001 Waukegan Rd.

May 2011

Saturday, May 7

Farmers Market Pre-Season
Mother's Day Sale

June 2011

Saturday, June 4

Farmers' Market Opening Day

Wednesday, June 15

Annual Golf Outing
Chevy Chase Country Club

**March Member of the Month
Catering by Michaels**

Catering by Michael's has been providing more than mere food since their humble as pie beginnings in the Chicagoland area in 1980. Along the way, they have been honored with awards and recognition such as "Best Caterer on the North Shore." But that distinction and their growth to an organization of 120 full-time employees, has come as a result of "smaller" things: one-on-one service, attention to minute details, and a dedication to quality that is fierce and reflected everywhere. You can count on Catering by Michael's for everything under the sun to make your party the "in" event of the year. If you grill them on how it's done, they'll offer the following consistent recipe: uncompromising attention to quality and detail combined with the finest food, accoutrements, presentational skills and a lot of sizzle and flair. Count on Michael's to provide the gourmet gamut from appetizers and entrees worthy of worship. When less of a barbecue won't due, call Catering by Michael's.



Call (847) 966 6555 or visit www.cateringbymichaels.com

Impact Resistant Roofing

By Matt Mitchell—State Farm® Agent (847-967-0300)



How about an affordable investment in your home that pays you back in return? There's a fairly new product, impact-resistant roofing, that can do just that. It's available in shingles that look like ordinary asphalt shingles (either three-tab or architectural shingles), as well as other types of materials such as metal and alternative products. Regardless of the material you choose, each type of impact-resistant product tends to stand up much better to hail than do ordinary shingles; and many impact-resistant products are rated for higher wind resistance as well. Here's how this new type of roofing can save you money: Many insurers (including State Farm) offer an annual discount on Homeowners premiums for qualifying roofs. Very important: You'll want to check with your insurer or agent before you buy a roof to be sure the shingles you have in mind qualify for the discount with your insurance carrier. If your roof is not damaged from a wind or hail storm, you will avoid having a claim and paying a deductible. With most insurance companies writing higher deductibles these days, your savings could be substantial. And it's our experience that qualifying impact-resistant roofs typically fare very well in storms that cause considerable damage to ordinary roofs. Perhaps even more important is the protection you're adding for your home and contents if the roof you invest in does a better job of keeping the elements out. The roof you choose is your home's first line of defense in a storm. Everything inside, including items like pictures and heirlooms that would be difficult or impossible to replace, is at risk if your roof fails.

For more information on qualifying impact-resistant roofing, contact a roofing expert or an insurance professional.

Get Involved—Join a Committee!

Enhance your Chamber membership by joining a committee in 2011. Add your leadership skills to the planning and oversight of Chamber programs and events. Committee members' contributions are invaluable and also a great way to get your business noticed.

There are still spots open on the 2011 Golf Committee!
For more information, call Jacky at (847)-965-0330

**Save the Date:
MGCCI Golf Outing
June 15th At
Chevy Chase**

**More information will be available
soon through our Website, Facebook
page and via e mail!**



Common Tax Terms by Donald Moy, Principal Financial Group – (847) 380-2489

If you were asked to identify some confusing financial terms, would *tax-deferred*, *tax-exempt* and *tax-deductible* top the list? Taking control of these terms can have a tremendous impact on your savings and investment performance.

Tax-deferred: Tax-deferred means that you do not pay taxes on earnings until it is received. Deferred annuities and life insurance cash values are a few examples.

Example: Assume at age 40, you place \$10,000 into a nonqualified annuity earning six percent compounded annually. Since earnings grow tax-deferred, you accumulate \$42,919 by age 65. You would then pay taxes as you withdrew your money. Ideally, this would occur at retirement when you could be in a lower tax bracket. By comparison, if you placed \$10,000 in a currently taxable vehicle (such as a CD) earning six percent, you would need to report each year's earnings on your tax return. Assuming you're in a 28 percent tax bracket, and you withdrew the amount to pay the tax from the accumulated value each year, your total value at age 65 would be \$28,786.

Tax-exempt: Tax-exempt investments, such as tax-exempt municipal bonds, avoid federal income taxes on income from the investment (state income and alternative minimum taxes may still apply). However, the capital gains and losses on these investments may be subject to federal income taxes. Roth IRAs are also tax exempt for those who qualify.

Tax-deductible: Tax-deductible means the investment can be deducted from your federal income tax.

Example: If you meet deductibility guidelines, you can deduct all or part of an IRA contribution on your federal income tax return. Even IRA contributions that are not tax-deductible offer tax-deferred earnings. Understanding these terms can help you reap the potential of your savings and investments.



Contact your Financial Representative to open an IRA or make your 2010 IRA contribution before the April tax deadline.

This is a hypothetical illustration and does not represent an actual investment scenario. The above examples are for explanation of tax terms. More consideration should be involved in making an investment decision and should not be made based on the information given above.

Business Education

Public records can sometimes be difficult to find online. The Morton Grove Public Library offers Illinois Public Records from Record Information Services. You can access Real Estate Transactions, New Businesses, Foreclosures & Auctions, and Bankruptcies. All information comes directly from the various county government offices. Jeff Metcalfe, CEO and founder of Record Information Services, will be presenting a training session on Monday, March 14, 2011 at 7:00 pm at the Morton Grove Public Library. Call 847-929-5101 for more information about this informative program.

Use your MGPL card to access EBSCOhost Business Source Premier from your computer anytime of the day or night. Don't have an MGPL card? Come in to the Library to use the service at one of our public computers. Ask the librarians at the Reference Desk for assistance.

Wherever you are, the friendly librarians at our Reference Desk (847-929-5101) will help you find what you need. E-mail us a question, or use an online chat service to ask a librarian a question - available 24-7. Go to 24-7.webrary.org.



*Advertise in next
month's
newsletter!*

Contact Jacky @
847-965-0330

or email the Chamber at
director@mgcci.org to learn
how your Chamber newsletter
can promote your business

Submit an Article for this Newsletter!

- ★ **Build rapport among the Morton Grove business community as well as increase exposure for your organization by submitting an article for the Chamber Newsletter.**

Get FREE publicity in print AND online:

- ★ **250 paper copies are circulated among Chamber members and the Newsletter is sent electronically to Community members as well as posted on Facebook, Patch and Triblocal - Offering unlimited impressions!**



Identity Theft

by Cindy Kopczyk, Vice President / Branch Manager

Skilled identity thieves may use a variety of methods to gain access to your data:

- Steal your mail, Rummage through your trash or trash of businesses, Get your credit report by abusing their employer's authorized access to them, Steal your credit or debit card numbers by capturing the information in a data storage device, Steal your wallet or purse, Steal personal information they find in your home, Steal personal information from you through email or phone by posing as legitimate companies and claiming you have a problem with your account.

Identity thieves use your personal information in a number of ways:

- They may call your credit card issuer to change the billing address on your credit card account, They may open new credit card accounts in your name, They may open a bank account in your name and write bad checks on that account, They may counterfeit checks or credit or debit cards, or authorize electronic transfers in your name, and drain your bank account, They may get identification such as a driver's license issued with their picture in your name.

If your personal information has been lost or stolen:

- Financial accounts: Close accounts, like credit cards and bank accounts immediately, Social Security Number: Call the toll-free fraud number of any of the three nationwide consumer reporting companies and place an initial fraud alert on your credit reports.
Driver's license/other government-issued identification: Contact the agency that issued the license or other identification document. Follow its procedures to cancel the document and to get a replacement. Ask the agency to flag your file so that no one else can get a license or any other identification document from them in your name.

If your information has been misused, file a report about the theft with the police and file a complaint with the Federal Trade Commission, as well.

For more information, contact Cindy Kopczyk at 847-540-5262

BCR

Business & Consumer Resources

Looking for more networking opportunities?

Business & Consumer Resources provides them weekly!

Business & Consumer Resources, or BCR, is a respected networking group of non-competing businesses that serve the general public and the business community. Affiliated with the Niles and Morton Grove chambers of commerce, BCR members help each other grow their businesses by sharing leads, business knowledge and advice. The group, which meets every Wednesday morning, is looking for new members in a variety of businesses, such as:

- | | | |
|------------------|------------|------------------------------|
| * Attorney | * Dentist | * Heating & air conditioning |
| * Carpet cleaner | * Florist | * Pest Control |
| * Caterer | * Handyman | * Photography |

A listing and descriptions of current BCR members can be found at the group's Web site, www.bcr-illinois.com.

For more information about joining BCR, contact BCR President Fred Siegel at (773) 286-8555 or fred@msmpromotions.com.

Executive Director's Message

How Social Media Can Help Grow Your Business

Dear Members,

Social Media applications like Facebook, YouTube, Twitter and Linked-In, when used correctly, can help you attract new customers and forge stronger bonds with existing ones. Recent statistics indicate that nearly half of all Americans use social media websites frequently, and the average American Web user spends slightly more than six hours per month on social media websites.

According to the U.S. Chamber of Commerce, the biggest players are:

- Facebook with 145 million unique American visitors per month.
- YouTube with 109 million U.S. visitors per month.
- MySpace with 46 million U.S. visitors per month.
- Twitter with 30 million U.S. visitors per month.
- Flickr with 17 million U.S. visitors per month.
- Linked-In with just over 16 million U.S. visitors per month.



Social media is one big online conversation. Just like other forms of networking, to be successful you must listen and participate in the dialogue. Posting your news and messages frequently is important, but equally vital is asking your customers what they think and paying attention to their postings. Also, just like other forms of networking, the more you get involved, the more return you'll see on your investment.

Media participants are your current or future customers so it is important to show a genuine interest in what they have to say. If you experience an angry posting, respond quickly with courtesy and an interest in fixing their problem. Use social media to build customer satisfaction and loyalty. Loyal customers' word of mouth is your best form of referrals.

Social media can also be an effective portal to local reporters and media publications. While it's counterproductive to bombard the press with too many stories about your business, one relevant, compelling posting or tweet can generate more media attention than an entire ad campaign.

The next time you're on Facebook, check out and click the "thumbs up" on the Morton Grove Chamber of Commerce and Industry page: www.facebook.com/pages/Morton-Grove-Chamber-of-Commerce. We regularly post photos and news feeds about Chamber programs and events and encourage you to add postings about your business or organization. Our Facebook page, along with our newsletter, website and emails are resources for you to stay current on Chamber and Chamber member's news and events AND to help you promote your business.

Sincerely,

Jacqueline T. Liston

Executive Director

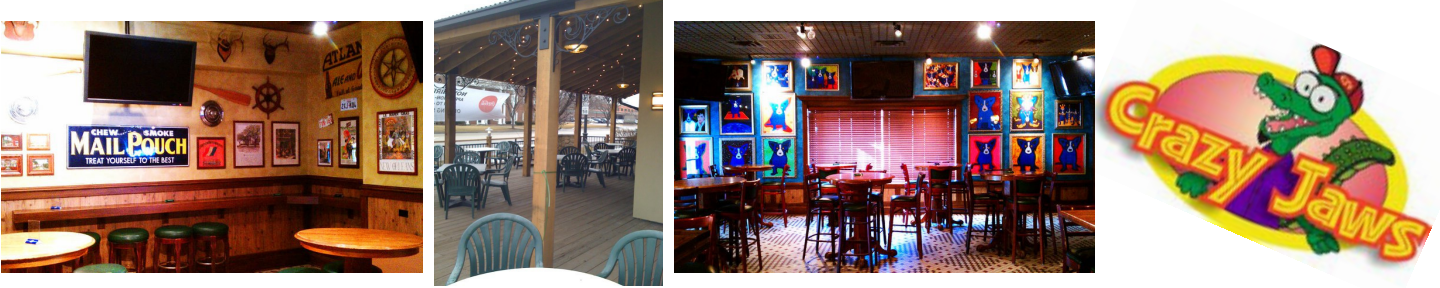
March 23rd Business After Hours at The Civic Center!



The North Shore Senior Center in conjunction with American Legion Post #134 are our host for a great networking event! Morton Grove Chamber members will be treated to complimentary beverages and hors d'oeuvres, all while having the opportunity to mingle with other local professionals.

5:30—7:00 PM at 6140 Dempster Street. Call Jacky to Register!

Congratulations Crazy Jaws Roadhouse on your Grand Opening!



Located at 9001 Waukegan Rd., Crazy Jaws is a new restaurant in Morton Grove serving up plenty of surf, turf and New Orleans-style "Backyard Barbeque". The menu covers everything from Muffuletta and Sloppy Roast Beef Po Boys to Fried Squidlings, Hush Puppies and Crawfish Etouffee. Crazy Jaws is also available for catering and private parties.

Call (847) 583 8100 or visit www.crazyjaws.com for more information!

Welcome New MGCCI Members!



Essex Senior Living

The mission of Essex Corporation and our Senior Living Communities concept is to facilitate the provision for the needs and services of senior citizens in a quality residential environment with appropriate supportive services. We believe in the dignity and wellness of individuals, and are committed to delivery of services to people. We believe in emphasizing abilities rather than disabilities and promoting positive ideas and values.

Coming Soon to Morton Grove—The Homestead Community!

Contact Lori at (847) 772 9100 for more information

Specializing in sewers and hot water heaters, Bill's Plumbing & Sewer Inc. is a full service, licensed and insured plumbing company with experience across a broad range of sub-specialties. Located in Skokie, IL we have state-of-the-art plumbing equipment and a staff of licensed plumbers that are second to none. We offer high quality work; before, during and after each project.

Call 847-673-3035 or visit www.billsplumbingandsewer.com for more info!



For over 100 years, Barrett Moving & Storage has been moving families, offices, high value goods, medical equipment, tradeshow displays and more. Barrett Moving & Storage is the leader in household moving. We offer a range of moving services from full service moving services, packing, moving, shipping, to storage and moving (SAMS) containers. Barrett Moving & Storage offers special event moving services. If your company has a special event coming up like a trade show, choose a reliable, experienced moving company.

Visit www.barrettmoving.com for more information!

Located at 9229 Waukegan Rd., DeAnna's Salon has been in business in Morton Grove for 13 years. Providing a full service salon atmosphere, they offer many different spa services from highlights to waxing. Owner Deanna Sacluti has been an educator for Matrix hair care for many years and uses her expertise to incorporate the latest products and techniques into her business.

Be sure to stop by DeAnna's on March 24th for their Customer Appreciation Day between 12 and 5!

All proceeds will benefit AJAY's Youth Mentoring and St. Baldricks.

Call (847) 663 0123 for more information!



Three Initiatives from the Economic Development Commission

By David Lewis, Chairman

Increasing awareness with newsletter: One example of our promotional efforts has been to feature local businesses in the Morton Grove newsletter that is mailed to residents every quarter. The businesses are chosen at random by EDC members. We also invite business owners to submit their businesses for consideration. The goal is to increase awareness of the fine products and services available right here in the village and to encourage our residents to shop locally. As a result, business owners who have been featured in the newsletter report said they have experienced a definite increase in traffic to their stores.

The business profiles focus on independent privately owned businesses that do not have the benefit of corporate marketing support. There are many businesses that have served Morton Grove residents for decades, some of which have been included in previous newsletters and others that will be featured this year. This is one method of thanking them for their long-term commitment to our community.

Improving outlooks with storefront art: The EDC is in the process of implementing a storefront art program by working with local schools and property owners to display student artwork in several vacant storefronts along Dempster Street. The goal is to involve property owners and students in a joint effort to make Dempster Street more attractive during the reconstruction process and to help make the storefronts more attractive to potential new tenants.

Awarding community business leaders: Currently in progress is the planning of a community business awards program that will honor local business owners who take special pride in the appearance of their establishments. The awards program will include a nomination and selection process that will begin in the spring of this year and continue into the summer.

My fellow commissioners have consistently demonstrated their commitment to our village's business community. I am fortunate to be surrounded by a group of very talented people who give freely of their own time. The EDC meets on the third Monday of the month at 5:30 pm at Village Hall in the second floor conference room. Our meetings are open to Morton Grove residents, and we welcome their ideas and suggestions.

If you would like to learn more about the EDC, please contact John Said at (847) 663-3061 or by email at jsaid@mortongroveil.org



Get Noticed in the 2011-12 Morton Grove Community Guide!

An exclusive opportunity just for Chamber members, the Community Guide is a handy resource filled with information from several different organizations throughout the Village. It is mailed to every postal address in Morton Grove and has a shelf life of two years!

See the enclosed Ad Rate Sheet

And call or visit the Chamber Office for more Information

6101 Capulina Ave.
Morton Grove, Illinois 60053
Phone: (847) 965-0330
Fax: (847) 965-0349
E-Mail: director@mgcci.org
Web: www.mgcci.org

To:

**Keep up with the Latest
Chamber News:
Follow us on Facebook!**



Type Morton Grove Chamber of Commerce in the search field and click on the "Like" button to get the latest Chamber info sent straight to your newsfeed!

QUICK VIEW OF THIS EDITION

- ★ The new and improved mgcci.org
- ★ Member of the Month— Catering by Michaels
- ★ Business Help from the MG Public Library
- ★ Executive Director's Message: Social Media Benefits
- ★ Tips for Avoiding Identity Theft by Cindy Kopczyk (Inland Bank)
- ★ Common Tax Terms Defined by Donald Moy (Principal Financial)
- ★ Impact Resistant Roofing by Matt Mitchell (State Farm Insurance)
- ★ March 23rd Business After Hours at MG Civic Center
- ★ New Members: Crazy Jaws Roadhouse, Essex Senior Living, Bill's Plumbing, Barrett Moving & Storage, DeAnna's Salon
- ★ EDC Corner

MAIER'S BAKERY

Mon - Fri 5:00 a.m. - 5:30 p.m.
Sat 5:00 a.m. - 3:00 p.m.
Sunday Closed

(847) 967-8042

9328 Waukegan Road
Morton Grove, Illinois 60053

Welcome Neighbor Program a Success!

Nearly 150 new Morton Grove homeowners received valuable information from the Village, Library, and Park District as well as gifts from the following Chamber members:

- | | | |
|-----------------------|--------------------|---------------------|
| Action Party | Inland Bank | MB Financial Bank |
| Bak Brothers | Jerusalem Lutheran | Minuteman Press |
| Bethany Terrace | Lakeshore Waste | M-G Farmers' Market |
| Century 21 Marino | Margaret Hagerty | Toll Brothers |
| Classic Design Awards | Matt Mitchell | Total Athleticare |

Thanks to all who contributed!

Call Jacky Liston if you are interested in participating in the next mailing.



**DEADLINE
EXTENDED BY
POPULAR
DEMAND!!!**

**Morton Grove Chamber of
Commerce & Industry's
2011-2012 Community Guide**

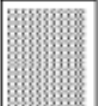
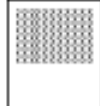
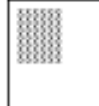


Marketing Exposure

- Distributed to approx. 10,000 households and businesses in Morton Grove
- 2,000 copies distributed from Chamber office
- Exclusive referral source for chamber businesses
- Magazine publication with 2 year shelf life -

Will be used all year round

- Reference guide reminding residents and businesses to *Shop Morton Grove*
- **Chamber members will receive TWO LISTINGS -**
alphabetically & categorically

Select Size:

<input type="checkbox"/> Full Page 7½" x 10"	<input type="checkbox"/> Half Page 7½" x 4½"	<input type="checkbox"/> 1/4 Page 3½" x 4½"	<input type="checkbox"/> Banner 2" x 7½"	<input type="checkbox"/> Business Card 2" x 3½"
\$1000	\$650	\$275	\$275	\$150
				

Advertising Submission Process

Deadlines:

- | | |
|----------------|---|
| March 15, 2011 | Ad Space Reservation
Must be Paid in Full |
| April 1, 2011 | Ad Artwork* must be
Submitted to the Chamber
Office |

* Artwork may be submitted in the following files:
 • **Camera Ready** • **Photo Shop**
 • **PDF** • **EPS**
 • **Illustrator** • **TIF**
 Resolution must be at least 300 dpi
 Please contact the Chamber office before
 March 1st if you need assistance with artwork.

- Inside Cover** \$1295
- Back Cover** \$1495
- Inside Back** \$1195
- Coupon** \$300

Space is Limited - RESERVE NOW!

Company _____
 Contact _____
 Phone # _____
 Make checks payable to the: Morton Grove Chamber of Commerce
 Circle One: MasterCard Visa Discover
 Card # _____
 Expires _____ / _____ Card Security Code _____
 Name (as appears on card) _____
 Signature _____

Return Form A.S.A.P.

Mail To:
 MGCCI
 6101 Capulina
 Morton Grove, IL 60053
Fax To:
 847.965.0349
Email To:
 director@mgcci.org
Questions???
 Call 847.965.0330

SPACE IS LIMITED!

**Payment in Full
must be received by
March 15
to reserve space**

Not A Chamber Member Yet?

Contact Jacky Liston at (847) 965-0330 or director@mgcci.org

Come Join Us For a Night of Dinner,
Dancing and Doo Wop!

Saturday, April 9, 2011

at the Hilton Orrington Hotel in Evanston

SHORE Community Services is Taking a
Sentimental Journey

To Celebrate 60 Years of Service to Children and Adults
with Developmental Disabilities

SHORE



Under The Streetlamp

Under The Streetlamp features (pictured from left) Shonn Wiley,
Michael Cunio, Christopher Kale Jones and Michael Ingersoll.

They are the recent stars of the Chicago and Los Angeles
productions of *Jersey Boys*.



Don't miss out on a memorable celebration of golden oldies, doo wop
favorites and a few surprises. For more information or to purchase
tickets call (847) 982-2030 or visit SHORE's website at www.shoreinc.org.

Space is limited!

Printing
courtesy of  

Farmers' Market Update

Plans are moving forward for the second season of the Morton Grove Farmers' Market, sponsored by the MGCCI. Opening day of the regular Market is Saturday, June 4th and will continue weekly through October 15th. The Market will again be held at 8930 Waukegan Road, next to the Illinois Bone and Joint Institute. Hours are from 8am to 1pm, one half hour later than last season, for those of us who like to sleep in a bit on Saturday mornings! Something different this year is a pre-season sale celebrating Mother's Day on Saturday, May 7th. Vendors will offer gifts and flowers on the day before Mother's Day. New vendors are expected, including an alpaca farm which will sell alpaca wool, yarns and hand-made sweaters. Look for our vendors like El Gringo Loco (salsas), Twin Garden Farms (sweet corn), Benhart Farms (meats and eggs) and many more to return as well as other new vendors such as Currier Farm from central Illinois. June 25 is Welcome to Morton Grove day at the Market, highlighting the many resources and activities around town.



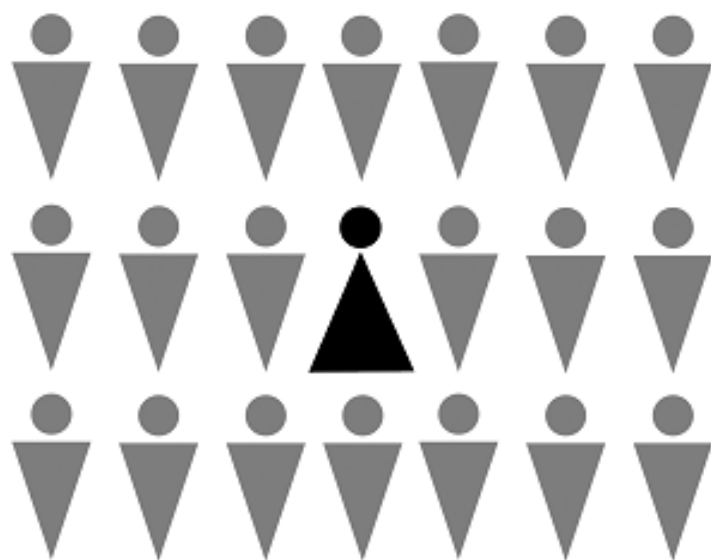
**Contact Kristina Otte, Market Manager
If you'd like to participate
or be a sponsor of the Market.**

**Check us out on our FaceBook page!
<http://www.facebook.com/MGFarmersMarket>**

**And Visit our Website
www.mgfarmersmarket.com**



See You This Spring!



“Breaking into the Boys’ Club”

This series, offered through the Alliance for Lifelong Learning, explores how to increase political savvy, promote talents, build a strategic network, and strike a balance between work and home.

Thursdays, April 7 - May 5, 6:30 - 9 p.m., Des Plaines campus

Powerful Communication: The Secret to Workforce Success

Participants will recognize the language of powerful and persuasive communication, becoming aware of common, unconscious speech habits that can be a detriment. Learn skills, strategies, and practical advice to increase awareness about making a positive impression.

BUS B68-01 [CRN 41785], Thursday, April 7, 6:30 - 9 p.m.

Effective Networking: Making Business Relationships Work For You

Analyze the ability to move projects forward and develop a deeper understanding of the political and cultural dynamics of the organization. Networking is critical to understanding the political culture of an organization as well as advancing ideas, interests, and career. In this interactive session, learn how to identify the stakeholders on an issue and create a strategy for building support.

BUS B69-01 [CRN 41786], Thursday, April 14, 6:30 - 9 p.m.

Work/Life Integration: Balance is Everything

Representing 51 percent of the work force, women are exceptional at multitasking, paying attention to detail, and following through. Today more women than men are earning doctoral and law degrees and entering medical school. Three professional women will share their perspectives and provide hints about integrating their business and personal lives.

BUS B70-01 [CRN 41787], Thursday, April 21, 6:30 - 9 p.m.

Women Entrepreneurs: The Challenges and Considerable Rewards

Women represent the largest number of entrepreneurs. How do women make the final decision to leave the corporate world and go out on their own? What are the challenges they face? Is going out on your own the right answer for you? Hear from a successful woman entrepreneur who achieved success in her own way in her own time.

BUS B71-01 [CRN 41788], Thursday, April 28, 6:30 - 9 p.m.

Why Would I Need a Life Coach?

Being successful in our personal and professional lives requires the support of others. Learn how to identify, build, and maintain a relationship with a Life Coach.

BUS B72-01 [CRN 41789], Thursday, May 5, 6:30 - 9 p.m.

Register online at myoakton.edu.

Series: \$150, BUS B64-01 [CRN 41784]

Individual Sessions: \$40



1600 East Golf Road, Des Plaines, IL