

UP NEXT: Details at [www.worthingtonchamber.org](http://www.worthingtonchamber.org)

FEB. 12 — BUSINESS AFTER HOURS; BUCA DI BEPPO, AAA OHIO AUTO CLUB

FEB. 24 — ANNUAL MEETING LUNCHEON

MARCH 4 — QUICK CONNECT

MARCH 10 — BREAKFAST FORUM WITH PCC AND BETTER BUSINESS BUREAU

MARCH 17 — BUSINESS AFTER HOURS; CREATIVE CUISINE

SAVE THE DATE ... for these annual favorites

APRIL 21 — STAFF APPRECIATION LUNCH

MAY 16 — REDS, WHITES & DESSERTS

MAY 21 — SMALL BUSINESS PERSON OF THE YEAR AWARDS LUNCHEON

JUNE 25 — BUSINESS EXPO

JULY 10 — A TASTE OF WORTHINGTON

SEPT. 19 — OLD WORTHINGTON MARKET DAY

SEPT. 28 — GOLF OUTING

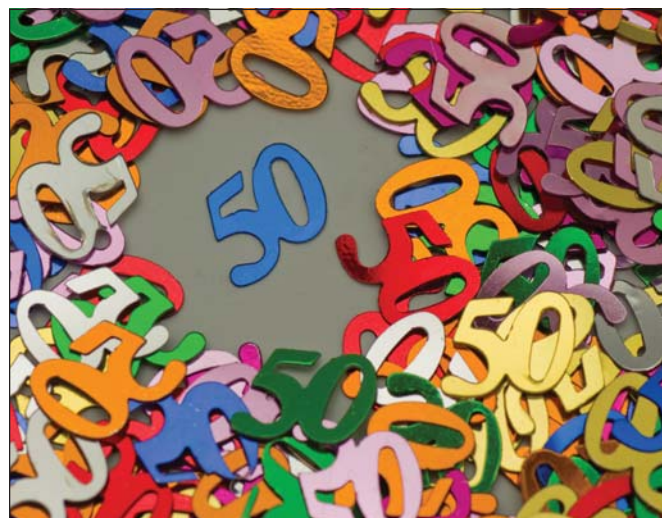


**CHAMBER CONNECTIONS** is published for Chamber members like Aaron and Bruce Fu of ELLI Nail Salon. Aaron said business is brisk despite the economy and weather, thanks to the patronage of loyal local customers. Another Chamber member shares her views on the importance of "buying local" in *You Said It* on page 7.

## Celebrate '50 Ways to Love the Chamber' at 2009 annual meeting on Feb. 24

Continuing to honor our Chamber's half-century mark and saluting the relationship-building programs that help us grow our businesses, members of the Chamber will celebrate more than "50 Ways to Love the Chamber" at the organization's 2009 annual meeting.

The themed luncheon will be held on Tuesday, Feb. 24, at the Doubletree Hotel Columbus/Worthington, 175 Hutchinson Ave. (Crosswoods area). The event will begin at 11:15 a.m. and conclude at 1:15 p.m.



From 11:15 to noon, as members check in to the event, they will have the opportunity to visit five display tables showcasing more than "50 ways to love the Chamber" – including some new benefits, discounts and special interest groups, as well as opportunities for involvement in Chamber committees and event planning teams. Volunteers will be on hand to answer questions about numerous ways to involve your company during the coming year as a sponsor, advertiser, event host or volunteer, committee member, ambassador and in other opportunities. Members who visit the displays will be entered in door prize drawings.

Songwriter/entertainer Eric Gnezda will provide theme-related music at the event. Chamber members who participated in the "Cash in on Connections" program by referring new members to the Chamber in 2008 will be recognized as part of the event agenda.

The Doubletree Hotel Columbus/Worthington, Anthem Blue Cross & Blue Shield and CompManagement Inc., a Sedgwick Co., are event sponsors for the annual meeting.

The cost of the meeting and meal is \$20 per Chamber member and \$30 per non-member. Reservations can be made online through the Chamber Calendar; using the registration

Anthem.

CompManagement, Inc.

A Sedgwick CMS Company

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COLUMBUS/WORTHINGTON

Please welcome these member businesses who joined the Chamber this month.

## Catering By Design

Lori Green, Director of Catering  
Dan Redman, Catering Manager  
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## Dave Elder

David B. Elder  
263 Heischman Ave.  
Worthington, OH  
43085  
Phone: (614) 846-5235  
*Retired Members*

## FedEx Office

Alex Beim, Center Manager  
940 High St.  
Worthington, OH 43085  
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Fax: (614) 433-9955  
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### *Copying Services*

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## Friendship Village of Columbus

Neil Edelson,  
Community  
Relations  
Coordinator  
Dawn Shroyer,  
Director of  
Marketing  
5800 Forest  
Hills Blvd.  
Columbus, OH  
43231



Phone: (614)  
890-8282

www.friendshipvillageoh.com

### *Retirement Communities*

Friendship Village provides a continuum of care and services in an environment that promotes independence, wellness and human dignity. Friendship Village consists of 249 independent apartments, 49 assisted living apartments, a 14-suite Secured Memory Care Center and a 90-bed skilled nursing facility on a beautifully landscaped 26-acre campus.

## Goss Financial Services

Fritz Goss, Owner  
Wayne Hanson, Financial Advisor  
77 E. Wilson Bridge Rd.  
Worthington, OH 43085  
Phone: (614) 985-4605  
www.gossfinancialservices.com

## Financial & Investment Services

Fritz Goss is a registered representative of ING Financial Partners and a 25-year resident of Worthington. Goss Financial Partners specializes in life, disability, and long-term care insurance, as well as annuities and mutual funds. Fritz's goal is to increase his clients' wealth while protecting their assets.

## Peerless Saw Co.

Tim Gase, President  
4353 Directors Blvd.  
Groveport, OH 43125  
Phone: (614) 836-5790  
www.peerlessaw.com

### *Manufacturers*

Peerless Saw Company manufactures industrial saw bodies from 4 to 40 inches in diameter. The company started in 1931.

**Referred by: Parker MacDonell, CFBank**

▶ CONT'D. FACING PAGE

**Tim Gase, author of The Small Business Savings Plan, was the keynote speaker at the Chamber's Jan. 15 luncheon sponsored by CFBank.**



New members become acquainted and learn about Chamber benefits, programs and Web site amenities at the quarterly New Member Breakfast on Jan. 8 at The Rite Bite. If you are new to the Chamber, are a new contact for your company, or need a refresher on Chamber member benefits, please consider attending the next New Member Breakfast on April 2. For more information, contact the Chamber at 888-3040. Hosting the new member event is a great way to bring exposure to your business. Let us know if you would like to be an event host.



## SendOutCards

Rich Cordle, Co-owner  
Marilyn Cordle, Co-owner  
4350 Lyon Dr.  
Columbus, OH 43220  
Phone: (614) 678-6500  
www.mymailboxcards.com

### Marketing

SendOutCards helps you develop relationships and keep in touch with all of the people important to you. Choose from over 15,000 cards or personalize your card with pictures, your handwriting font and signature. SendOutCards prints and mails a high quality paper greeting

card directly to the recipient for about \$1 including postage.

**Referred by: Brian Elder, National City Bank**

## 24-7 Protection Services

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Thomas W. Wickstrom, Sales Representative  
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*Rich Cordle of SendOut Cards greets Susan Sorentino of Humor Consultants at the Jan. 21 Business After Hours at Magnum Press.*



# Thank You, Renewing Members

*The Chamber thanks and recognizes the following businesses or individuals who have renewed their annual membership as of Jan. 23. Each month, members who renew are acknowledged in the newsletter, along with a key contact person for the renewing business.*

★ denotes a Sustaining Member of the Chamber. For information on how your business can become a Sustaining Member, contact the Chamber office at 888-3040.

**Acloche LLC**, Anna Coleman  
**AireCom, Inc.**, John HICKEL, Jr.  
**Albright & Schnulo O.D.'s, Inc.**, Steve Schnulo  
**Allstate Insurance Company - Katherine Reddy Agency**, Kathi Reddy  
**Appel & Hellstedt LLP, Attorneys at Law**, Jon Hellstedt  
**ARC Industries**, Katie Hopper  
**John Bader**  
**Baker & Associates, Architects**, Sam Baker  
**James Butler**  
**Call Insurance Agency**, Kevin Tighe  
**Camp Mary Orton**, Marci Ryan  
**Campus View Chiropractic**, Steve Urbanek, D.C.  
**CB Richard Ellis**, Loretta Parimuha  
**Central Ohio Endodontics**, Michael E. Whitcomb, D.D.S.  
**Central Ohio Transit Authority (COTA)**, Belinda Taylor  
**Charter Oaks Tree and Landscape Co., Inc.**, Phil Mallory  
**City of Worthington**, Matt Greeson  
**Columbus Crew**, Adam Carney  
**Continental Office Environments**, Matt Tennyson  
**Copeland Fine Art and The Collectors' Gallery**, Rebecca Copeland-Hamilton  
**CSGraphics**, John Skaggs  
**Douglas C. Smith Company, LLC**, Doug Smith  
**Douglas E. Hoover, Attorney at Law**, Doug Hoover  
**Edward Jones Investments**, Mark Huber  
**ELK Promotions**, Scott Wieclaw  
**Finocchi Photography, Inc.**, Joe Finocchi

**First Command Financial Services, Inc.**, Tony Konecny  
**First Communications**, Angie Houmes  
**Grand Lodge of F & A M of Ohio**, George Braatz  
**Hampton Inn & Suites Columbus/Polaris**, Kelly Zimmerman  
**Harvey S. Minton & Associates**, Harvey Minton  
**Herbert & Conway, Inc.**, Jim Lombardo  
**Hill, Allison & DeWeese, LLC**, John W. Hill, Jr.  
**Holiday Inn Columbus-Worthington**, Vijay Phatak  
**Hrabcak & Company, LPA**, Michael Hrabcak  
**Independent Title Services, Inc.**, Doug Gallant  
**Insurance Link Agency, Inc.**, Larry Link  
**Integrays Energy Services, Inc.**, Darrell Bragg  
**J. Lawrence Hutta, D.D.S., Inc.**, Larry Hutta  
**James A. Everhart, D.D.S., Inc.**, James Everhart  
**Sharon R. Keaney**  
**Keller Williams Capital Partners Realty**, Jo-Anne LaBuda  
**Keller Williams Capital Partners Realty**, Cynthia MacKenzie  
**Keller Williams Capital Partners Realty**, Troy Marsh  
**Keller Williams Capital Partners Realty**, Don Bush  
**Lauterbach & Eilber Insurance & Financial Services**, Ken Carey  
**Law Offices of J. Gary Coffman**, Gary Coffman  
**Leadership Worthington**, Joan Bird  
**Linworth Road Community Church**, Bob Valtman  
**LS Mfg., Inc.**, Jeff Compton  
**MacKenzie Land & Exploration, Ltd.**, Peter MacKenzie  
**Magic Cruises, Inc.**, Patti Cash  
**Mass Appeal Dining Service, Inc.**, Robert Selhorst  
**Milliron & Kensing CPAs, Inc.**, Samuel Milliron

**Minuteman Press - Lewis Center**, Noreen Daniels  
**Northwest Counseling Services**, King Stump  
**Ohio Business Week Foundation**, Gayle Troy  
**Pharmaceutical Horizons, Inc.**, Allan Zaenger  
**Potter Homes Co.**, Steve Potter  
**Pregnancy Decision Health Centers**, Susan Davis  
**PS Executive Centers, Inc.**, Alesa Woods  
**R. J. Landis Design & Construction**, Ron Landis  
**RE/MAX Premier Choice Realtors**, Charlotte Van Steyn  
**Real Living HER - Stephanie Savage**, Stephanie Savage  
**RNJ & Associates**, Zachary Johnson  
**Rogers & Co, CPAs, Inc.**, Bill Rogers  
**Rusty Bucket Corner Tavern**, Gary Callicot  
**Tara L. Haid, D.D.S., Inc.**, Tara Haid  
**ThisWeek Community Newspapers**, Trish Flanagan  
**Thomas E. Hull, D.D.S., Inc.**, Tom Hull  
**Thrivent Financial for Lutherans**, Joe Reilly  
**Timothy E. Moats, D.D.S., LLC**, Tim Moats  
**Timothy Egert**, Tim Egert  
**United Methodist Children's Home**, Dean Pulliam  
**Winking Lizard Tavern**, Melissa Murphy  
**Workers Choice Health Services Inc.**, Marissa Michaels  
**★Worthington Industries, Inc.**, John P. McConnell  
**Worthington Libraries**, Meribah Mansfield  
**Worthington Realty**, Ted Oatts  
**York Golf Club**, Chuck Dahn

# Chamber Benefit Update

## Deadline extended for filing group-rated workers' compensation

Chamber members have an opportunity to reduce their workers' compensation premiums significantly by taking advantage a group-rated workers' compensation program administered by



CompManagement Inc., a Sedgwick Co. Group rating is an Ohio Bureau of Workers' Compensation-approved program that pools together employers who are in similar industries and have good safety records, so they may achieve lower premiums than they could individually.

The Ohio Bureau of Workers' Compensation (BWC) has moved to extend this year's filing deadline of all group-rated workers' compensation programs to **April 24** (from Feb. 26), so there is still time to participate if your company would like to explore your eligibility and enroll in the program.

If you are interested in learning what your premium savings would be under the group-rated program, complete the BWC AC-3 information review form linked on the Chamber's Web site under "Benefits of Membership - Cost-Saving Benefits." *Complete this form before April 1 to allow time for review.* CompManagement will review your eligibility and savings estimate with you. *You then will have until April 17 to advise CompManagement of your interest to enroll in the program in time for their filing deadline of April 24.* For further information, contact Genny Hart at 614-760-8145. ★



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2008 Columbus Realtor of the Year

# Memberanda

## Animation art collectibles donated by Pollacks are on display

Steve (pictured) and Marie Pollack of Sensational Speakers encourage Chamber members to visit the Mansfield Art Center (about an hour north of Worthington) to view a collection of 140 animation art pieces that the Pollacks donated to the Columbus Museum of Art. Acquired by Steve and Marie in the 1980s, the collection will be on display in Mansfield through March 8. The exhibit includes original animation art used in many Disney, Warner Brothers and other cartoons and animated movies. Included are pencil conceptual drawings, multi-layered original cells, model sheets and limited edition hand-painted cells. A 1929 drawing from *Steamboat Willie*, the first Mickey Mouse cartoon, is among the collection.



## Mini Storage Depot holds VIP event to introduce management

Chamber members from varying types of businesses were on hand Jan. 22 to help Mini Storage Depot, part of the Sterling Group, introduce new management. Pictured from left to right are Scott Cline, area manager; Cyndi McGeehan, Worthington manager; and Olivia Zipf-Montell, Ohio outreach manager.



▶ CONT'D. P8

## The Laurel Way of Caring Comes From Within



At the Laurels, caring is more than providing excellent skilled nursing and rehabilitation services. It's also being a companion and treating each guest with utmost dignity. "The Laurel Way of Caring" comes from within each one of us. Call us today to schedule a tour of our facilities.



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[www.laurelsofworthington.com](http://www.laurelsofworthington.com)



Specializing in Short-Term Rehab  
6830 North High St., Worthington, Ohio 43085  
**614-888-4553**  
[www.laurelsofnorworth.com](http://www.laurelsofnorworth.com)

## Management, menu remain the same as Jason's Restaurant & Bar changes name to J.Liu

With the new year – and an opportunity for future development in other states – comes a new name for the popular Jason's Restaurant & Bar at 6880 N. High St. Both the Worthington location, which also serves as the national headquarters, and the original Jason's location in Dublin will be rebranded as *J. Liu Restaurant & Bar*, reflecting the name of owner and Worthington



resident Jeichun ("Jason") Liu. The ownership and management team remain the same, as does the "Something for Everyone" menu that includes American, Asian and Italian cuisine; seafood; steak; appetizers; soups; salads; sandwiches and desserts. At the Worthington location, banquet and executive meeting spaces are available for weddings and special events, including private meeting and dining rooms. For booking, contact Kara at 614-888-1818.



## Justin Schultz joins Metro CD Engineering, LLC



Justin Schultz, E.I.T., LEED® AP, has joined Metro CD Engineering, LLC as an electrical engineer. He recently became a LEED Accredited Professional. Metro CD Engineering, LLC is an engineering consulting firm specializing in electrical, mechanical HVAC and plumbing, and Green Building design and construction administration services.

## Guernsey Bank has new officer, sponsors foundation breakfast

Randy Early is the new business development officer at The Guernsey Bank. In other news, The Guernsey Bank is the community sponsor of the Worthington Educational Foundation's Breakfast in Support of Excellence, to be held April 23 from 7 to 9 a.m. at Worthington Hills Country Club. Sponsorship opportunities ranging from \$50 to \$1,000 are available. Proceeds fund innovative and creative educational grants in the Worthington Schools. For more information, contact Clarice Lewis at 883-3000.



The Guernsey Bank

## Scott Richards named leader at local lodge

Scott Richards of Richards Insurance has been elected and installed as chairman of Triangle Lodge No. 748 F. & A. M. for 2009. Triangle Lodge is located at Northwest Temple, 2436 W. Dublin-Granville Road.

## Cam Taylor veteran to lead Columbus Board of Realtors

The Columbus Board of Realtors has named industry veteran Gary Parsons of Cam Taylor Co., Realtors, as its president for the coming year. The board represents more than 7,000 agents and brokers in Central Ohio. Gary has more than 35 years' experience in the real estate business. He steps in as the board strives to bolster consumer confidence in a tough market locally and nationwide, notably through a high-profile campaign launched this year dubbed *The Grass is Greener*. "As Realtors we must be prepared to survive changes and thrive because of them," Gary said.



▶ CONT'D. P8

### We're in Your Neighborhood.



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# Annual meeting celebrates "50 Ways"

▶ CONT'D. FROM P1

form enclosed in this newsletter packet; or by phone to the Chamber office, 888-3040. The reservation deadline is Thursday, Feb. 20.

During the business meeting portion of the event, outgoing trustees Jon Hellstedt, Rodney Stearns, Tom Ellis and Mona Shinn will be recognized, and five new trustees will be presented for election. Officers recommended by the board's nominating committee also will be elected.

Due to some changing business and personal obligations, the slate of board member nominees and officer recommendations has been revised by the nominating committee. Nominees for new board positions are as follows:

Nominated for three-year terms (previously introduced in the newsletter. Bios are available on the Chamber Web site under Member News):

- ★ Bill Alsnauer, agent, State Farm Insurance & Financial Services/Bill Alsnauer Agency
- ★ Paul Cynkar, managing director of operations for Battelle for Kids
- ★ Anthony Lordo, D.D.S., a local dentist
- ★ Jay Williams, director of business development for Tiger Systems, Inc.

Nominated to fill an unexpired two-year term (new nominee introduction):

- ★ Shera Skaggs, vice president, CSGraphics, a full-service printing firm located at 6530 Singletree Dr. CSGraphics has been a sponsor of the Chamber's Reds, Whites and Desserts and Taste of Worthington events, and



**Shera Skaggs - nominated to fill an unexpired two-year term**

Shera has volunteered for those and many other Chamber events. Shera is a member of the steering committee of the Women's Business Network and recently was named an ad hoc member of the board's Communications & Technology committee. She attended Franklin University and has 30 years of experience in the printing industry. She also has served on board committees for charities, including several chamber member organizations. Shera and her husband, John, owner of CSGraphics, live in Westerville and have two grown sons.



**Brian Elder - nominated for board chair**



**Kay Lakhi - nominated for chair-elect**



**Jay Williams - nominated for treasurer**

The board has made the following recommendations for executive committee, comprised of the board chair, chair-elect and treasurer:

- ★ Board chair: Brian Elder, National City Bank, now a part of PNC. Brian is beginning his third year on the board.
- ★ Chair-elect: Kay Lakhi, The Rite Bite. Kay is beginning her second year on the board.
- ★ Treasurer: Jay Williams, Tiger Systems. Jay will begin his first year on the board.

*According to the Chamber's bylaws, additional names of candidates for trustee positions may be submitted for nomination by "petition bearing the genuine signatures of at least 10 qualified regular members of the Chamber. Such petition shall be filed with the Nomination Committee/Executive Committee within 10 days after notice has been given of the names of those nominated. The determination of the Nominating Committee as to the legality of the petition(s) shall be final. Voting at the annual meeting shall be by members only. Each member has one vote. One representative of a regular member or a community/not-for-profit organization shall cast the vote for himself or herself. New trustees and officers take office after the vote at the business meeting."* ★

## Magnum Press, Willow Brook leave lasting imprint at BAH

Guests at the Jan. 21 Business After Hours at Magnum Press, co-sponsored by Willow Brook Christian Home, were awed when they received personalized note pads (below) and had the chance to nibble on fancy foods like croquembouche (right).



*Below: The Chamber thanks the hosts of the Jan. 21 Business After Hours, Dave Umbreit, owner of Magnum Press (third from left) and, representing Willow Brook Christian Home, Teri Ryan, community relations director; chef Javier Alvarez; and hospitality chef Madelyn Turner. Guests had an opportunity to tour the new printing facility, enjoy Javier's famed Korean Beef BBQ and other specialties, and enjoy door prize drawings and beverages while networking.*





“The energy. It’s evident, from your first encounter, the positive energy, sense of community and pride that members have for the Worthington Chamber. Everyone is very friendly and open to connecting. Hats off to Chamber leaders for creating and fostering this strong environment and bringing out the best in people. I was blown away by the Business After Hours and QuickConnect I attended.”

**Rich Cordle**  
SendOut Cards



“The support and advocacy for local businesses and other chamber members. Buying local and being loyal to other chamber businesses is so important to our economy. My ‘soap box’ topic right now is SHOP LOCAL. As individuals, we are the only ‘bailout plan’ the small business owner has! We have choices about where we shop, and I have been encouraging all of the small business owners I know to support each other before hitting the ‘big stores.’”

**Ann Baldwin**  
Mary Kay Cosmetics



“The events. I’ve had the opportunity to be a presenter and an attendee at Women’s Business Network events. I especially enjoyed the recent Groundhog Day Business Forecast Breakfast. I feel very encouraged as a result of the event. For me, personally, in terms of networking, it was a huge success.”

**Denise Pietzsch**  
Etiquette & Protocol  
Image Consultants

**AT OUR ANNUAL MEETING ON FEB. 24, WE’LL BE CELEBRATING ‘50 WAYS TO LOVE YOUR CHAMBER.’ WHAT’S ONE THING THAT YOU LOVE ABOUT THE CHAMBER?**

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▶ CONT'D. FROM P7

## New president announced at United Way of Delaware County

Brandon Feller has been named president of United Way of Delaware County. Since 2005 he has served as executive director of the American Red Cross, Delaware County Chapter, a United Way funding partner. A former legislative aide, he previously worked as government and external relations officer for the Red Cross of Illinois. Brandon succeeds Kathy Tatterson Kreuchauf, who took a position as president and chief executive officer of the Community Foundation of Findlay and Hancock County.



## Don Phillips named to Board of Zoning Appeals



Don Phillips of Worthington Engineering has been named to Worthington's Board of Zoning Appeals (BZA) by Worthington City Council. Don was Worthington's chief building inspector from October 2002 to November 2006. In his current role he serves as a consultant assisting municipalities with building codes and building and plans inspections.

## Demaree joins API Security Services

Sean Demaree has joined API Security Services & Investigations as a sales consultant.

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Worthington Area Chamber of Commerce  
25 W. New England Ave., Worthington 43085

Visit our Web site at:



To submit news items about your business or inquire about rates for advertisements and inserts, call the Chamber office at (614) 888-3040 or e-mail [kathryn@worthingtonchamber.org](mailto:kathryn@worthingtonchamber.org).

## Gold Sustaining Members

- AAA Ohio Auto Club
- Fifth Third Bank
- Huntington National Bank
- Whalen & Company CPAs and Consultants
- Worthington Industries
- Worthington Inn



## Silver Sustaining Members

- CFBank
- Old Bag of Nails Pub/Pig Iron BBQ
- Shawan Marquis Agency Inc.

Jon Hellstedt, Chamber Board Chair,  
Appel & Hellstedt, LLP  
Kathryn R. Paugh, Executive Director

## Hetter Heating & Cooling captures award for superior service

For the eighth consecutive year, Hetter Heating & Cooling has been awarded the *Angie's List Super Service Award*. This exclusive recognition is awarded to companies who have achieved and maintained a superior service rating on Angie's List throughout the past year. Hetter also has maintained its "Comfort Specialist" status with world-class manufacturer Trane and captured high marks in Trane's customer satisfaction survey: 98 percent of Hetter's customers probably or definitely would recommend them to family or friends; 99 percent are satisfied or very satisfied with Hetter's installation team; and 96 percent are satisfied or very satisfied with Hetter's service technicians.



## Judy Gray named president of Relocation Directors Council

Judy Gray, global relocation director for Cam Taylor Co., Realtors, has been elected president of the Relocation Directors Council for 2009. The Council consists of members who manage relocation activities of more than 250 of the largest and most diverse residential real estate firms in the country. Board members are chosen on experience, education, industry, involvement and commitment to serve clients with the highest professionalism. For details, visit [www.relocationdirectorscouncil.org](http://www.relocationdirectorscouncil.org).



## Take advantage of the Anthem Chamber Plan. Benefit from special, member-discounted rates.

"We've been using the Anthem Chamber Plan for more than 15 years. Anthem provides a health insurance package for us that accommodates our needs as an independent business. It has worked well for us."



Phil Giessler, Realtor/Broker  
Cam Taylor Co., Ltd., Realtors

## Contact any of these Chamber members for more information:

- |   |  |  |
|---|--|--|
| Call Insurance Agency,<br>Kevin Tighe, 846-4120           | Insurance Link Agency, Inc.,<br>Larry Link, 848-6685         | Shawan-Marquis Agency, Inc.,<br>Marty Vaughan, 889-0250    |
| Chadwell Insurance<br>Agency, David Chadwell,<br>888-3067 | Lauterbach & Eiber<br>Insurance, Todd Weithman,<br>459-6500  | Tom Ellis Insurance Services,<br>Inc., Tom Ellis, 985-9000 |
| France and Associates, Inc.,<br>Larry France,<br>888-8124 | Nationwide - Gwynn<br>Vaughan Agency, Dan Brown,<br>433-7233 | Wallace Grossman Associates,<br>Neal Grossman, 431-2400    |

