

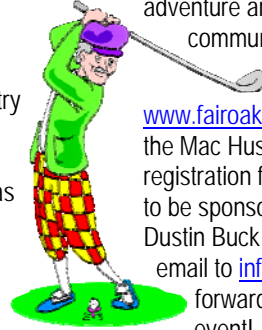


Win \$5,000 at the Mac Huss Golf Tourney

By Dustin Buck, Chairperson

Sign up today for the annual Mac Huss Memorial Golf Tournament! The event will be held Friday, August 22 and feature a four person scramble, a shotgun start at 8 a.m. and be held at the popular Ancil Hoffman Golf Course. We will be concluding around 12:30 p.m. for a BBQ lunch served at the course.

Additional highlights include a large raffle and a Hole-In-One contest for \$5000! Entry fee is \$85 per person and includes green fees, cart, lunch, tee prizes, and loads of fun! We are proud to have the US Army as our tournament sponsor this year.



Mac Huss was a loving husband, father, community leader, and builder of spirit. In 1966 he moved with his family to Fair Oaks. He then became president of the Fair Oaks Chamber of Commerce in 1979, and in 1983 was elected president of Fair Oaks Rotary. This tournament is in memory of Mac's passion for life, adventure and golf, and in keeping his spirit of community involvement alive in Fair Oaks.

For more information you can visit www.fairoakschamber.com and click on the link for the Mac Huss Golf Tournament to download the registration form. If you have any questions, or want to be sponsor, please call the tournament Chair, Dustin Buck at 916-967-2903 or you can send an email to info@fairoakschamber.com. We look forward to seeing you out there for this fun event!

Honorary Mayor Race

Buck's Campaign To Benefit Area Events!

So let's get it straight, the Buck starts here!

Dustin Buck is running for Honorary Mayor of Fair Oaks and wants your vote. He is raising money to purchase a trailer (that will be approved by the County) out of which the chamber may sell food and drinks at various Chamber events, along with other events for non-profit's in the area. This project solves a variety of needs for local groups as well as the Chamber of Commerce.

Dustin will be selling water at every Concert in the Park along with \$5 raffle tickets for a 3 night stay at the Lake Tahoe Vacation Resort. He is also having two fun events to fundraise. The first event is a tri-tip taco dinner at Susan Wanier's house, **Saturday August 23rd** from 6-9pm. The second is a wine tasting and appetizers at Terri Perrin's house on **Saturday, September 6th** from 6-9pm. Tickets for each event are \$25, or you can buy 2 for \$40. Tickets can be purchased at any of the Concerts in the Park, at the August Chamber luncheon, or by contacting Dustin directly at 916-955-1381 or DustinGBuck@aol.com.

The money raised will be split between the project and the Chamber of Commerce. Please support Dustin Buck for 2008-2009 Fair Oaks Chamber Honorary Mayor! If you would like to help at either event, donate a raffle prize, or simply make a donation, please email Dustin at DustinGBuck@aol.com.



**Fair Oaks
Chamber of Commerce**

OFFICERS

Kathryn Jones, *President*
Kathryn Jones Garden Designs
962-0696

Trude Vasquez, *Vice President*
Ships and Trips Travel
961-3282

Susan Wanier, *Treasurer*
Wanier Software Solutions
966-7011

Dustin Buck, *Secretary*
955-1381

DIRECTORS

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Charles M. Barr Art Consultant
944-4490

Kammy Burleson
YNot Web
225-5266

Amy DeLaCruz
California Storage Centers
967-3885

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536-1384

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Delight Cleaning
985-9695

Kathy O'Brien
Fair Oaks Bowen Therapy
225-3014

Terri Perrin
Fair Oaks Cemetery District
966-1613

Debra Roak
Sacramento Business Journal
558-7819

Bonnie Turner
Bonnie Turner's Bookkeeping Service
989-3289

STAFF

Jan Bass Otto,
Interim Executive Director
967-2903

VOLUNTEERS
Judy Maderas, Lorna Carter,
Jennifer Garets, Kay Meier
and Mary Baker

Chamber Calendar

Business Mixer

Wednesday, August 13
5:30-7:30 p.m.
The Hart Collection,
10145 Fair Oaks Blvd., 965-5093,
www.thehartcollection.net
Host: Carla Martin.

Business Development Group

Thursday, August 14
8:00-9:00 a.m.
Raley's Event Center,
8870 Madison Ave. (at Hazel).
Roundtable discussion with other Chamber
members/business owners on a business-
relevant topic.

Business Luncheon

"Laughter In The Workplace"
with speaker Jim Pelley
Thursday, August 21
11:30—Networking
12:00-1:30 p.m.
Fair Oaks Community Center
7997 California Ave.

Business Development Group

BDG Brown Bag Lunch
Thursday, August 28
12:00-1:00 p.m.
Fair Oaks Branch Library
11601 Fair Oaks Blvd. (at Madison)

Visiting expert John Cameron, Custom Sales Training, is dynamic and entertaining and will be covering several sales strategies that all business owners can use: opening up an initial sales conversation, tools and techniques to turn the gatekeeper/screener into an ally, building rapport during an initial contact, and how to turn a phone call or visit into an actual sale. Bring your lunch and come at 11:30 a.m. for networking.



Volunteer of the Month



Mike Maddox is an outstanding member of the Fair Oaks Chamber of Commerce and has been honored as Volunteer of the Month! He was a great Honorary Mayor in 2004 and is an enthusiastic volunteer for everything he is involved in: Taste of Fair Oaks, ice cream in the park and the Fair Oaks Rotary to name a few. He is working for Century 21 Noel David, 765-2567 part-time, and is a full-time "notorious village mailman," as he often refers to himself.

He is counting down days to retirement from the post office and has three years and six months to go! Who knows what he will be involved in then!

The Value of Laughter In The Workplace

August 21st Luncheon Speaker Jim Pelley

Gas prices are high, the economy is down, and so it's time to put a little pep to everyone's step with a lively luncheon speaker! **Jim Pelley, of Laughter Works Seminars** will return with a timely talk on "Laughter in the Workplace."

Pelley is a nationally known speaker and current Chairman of the Board at the Folsom Chamber of Commerce.



The monthly business luncheon will be held Thursday, August 21, noon at the Fair Oaks Community Clubhouse, 7997 California Avenue. Reservations are required and can be made by calling the Chamber office, 967-2903.

Cost of the buffet lunch is \$15 for members with reservations and \$20 for walk-ins and non-members.

From The President's Desk

By Kathy Jones, Custom Gardens



Well, hello everyone. You may have wondered where the President's Message' has been in the 'Enterprise.'

Wonder no more. I am here. We have just been undergoing a lot of changes since Marsha and Mary retired. We have learned a lot in the process and now offer a new and improved Chamber to all our members. Please welcome **Jan Bass Otto** as our new Interim Executive Director.

Because we treasure our volunteers, both business and associate, we have created a 'Volunteer of the Month' award. Our first volunteer was **Judy Maderos**, associate member; second was **Jennifer Garets**, RPM Mortgage Inc., and third, **Mike Maddox**, Century 21 Noel David Realty. Well done each and everyone of you and thank you for your efforts on behalf of the Chamber.

We are also creating banners to honor volunteers as well as sponsors at our events. Event chairpersons must be recognized for the magnitude of their efforts. We will have a moveable board citing each one and their business at all of our chamber activities.

We are dedicated to the business members of our chamber and are always working to help our business members be successful.

Our Business Development Group (BDG) has offered speakers to improve our business skills. I have learned a lot about marketing techniques while gaining personal relationships with fellow members. There is no hesitancy on my part for referring members that I have come to know through the BDG or working on events. Come and join us. If we know you, we refer you.

Here is a quick review of the changes we have made for businesses. We are on time for completing our Business Directory next month. "The Enterprise" is ready to come forward each month with a changing format until we get it right! We have changed our on-line access to include business infomercials on your Chamber Directory side with a link to your website. We will let you know about chamber referrals, on line hits and additional uses that you can put your Chamber site to work on. Our 15 second infomercials at the luncheons have also been a success!

Your Board is here. We are listening. Give us your ideas. We are ready, willing and able to make changes and grow with the future.

Spotlight On The Board

BONNIE TURNER

Bonnie Turner's Bookkeeping Service
Fair Oaks (916) 989-3289
Email: bmwzoom@yahoo.com



Bonnie has set the standard for excellence in many ways. Her organizational skills have helped make every event she has been involved in a success! As chair of the phenomenally successful Taste of Fair Oaks for over a decade, she's proven she can deliver!

She has served on the Board a number of times since 1993, for a total of 10+ years.

Bonnie has served as Events & Fund Raising Coordinator, has been Chair of Oktoberfest, Honorary Mayor's Race, New and Special Events, Concerts in the Park, and the Brick Beautification Project. She's also worked on the Honorary Mayor's Reception, the Fiesta, Safe Halloween, and Christmas in the Village, served as an Ambassador; typeset the "Enterprise" for 13 years.

Her honors include: Citizen of the Year, 1994; Business Person of the Year, 1999; and Volunteer of the Year, 2007.

In her "spare time" Bonnie enjoys gardening and music.

TERRI PERRIN

Fair Oaks Cemetery District
7780 Olive St., Fair Oaks
(916) 966-1613 Email: Terriperrin.focd@gmail.com



Dynamo Terri is new to the Board, but not to the chamber. She's served two years as a Director and has been a member of the chamber for 10 years. Activities include being an Ambassador and Chairing the Mixer Committee. The popular evening networking events are held the 2nd Thursday of the month, 5:30-7:30 p.m. and Terri enthusiastically promotes these must-attend opportunities!

She works as the office manager at the cemetery district and loves her job, but got there in a round about way. Terri started out in the automotive business: financing, contracts, payroll, working with DMV and working for a number of the largest dealerships, including Hubacher, Snider, and Cadell. Then she worked at the Marriott Hotels in Maui for three years and then moved back to the mainland and to her current job.

Her passions include being a San Francisco Giants fan forever and watching and attending NASCAR races. Terri enjoys it so much she has traveled twice to the Talladega Raceway in Alabama.

What's In It For Me?

By Trude Peterson Vasquez

You might wonder, why do I attend the **Business Development Group (BDG)** meetings? The answer is easy: To help me GROW my business. For years I've had signage on my car, just my logo and web address, but never received a lead. Then I attended a Brown Bag BDG meeting to hear Matt Watanabe, from the Sacramento Business Journal, speak on Marketing Tips for the Small Business Owner.

He shared several inexpensive tips to the attendees, but the one that struck a cord with me had to do with signage. He simply said that for automobile signage to work, it had to let the viewer know how he/she would benefit by contacting the business.

After the meeting, I went outside, looked at my signage and knew why it had not been successful. I immediately made an appointment with one of our chamber members, had the signage changed to two simple lines: 4 Stress Free Vacation Planning...WWW.TRUDE4TRAVEL.COM. Within a week, I had received two leads!

I truly believe that the BDG meetings are well worth the time spent to attend them.



Fair Oaks Dog Walk

By Teri Stevens of FastFrame

Mark your calendars!
Fair Oaks Dog Walk
October 4, 2008

What better way to spend a Saturday than with your best fur friend at the 6th annual Fair Oaks Dog Walk!

This event is a morning started with a beautiful river walk and ends with food, live music and contests. Enter your pooch in the canine version of musical chairs, or the longest tail contest!

We are actively seeking sponsors and contributions to help make this year's event a success!

Money raised helps support your Chamber and two local pet charities, FORDOG (Fair Oaks Responsible Dog Owners Group) and TEAM (Teaching Everyone Animals Matter).

For sponsorship opportunities or other donations, please contact Teri Stevens at 296-3632 or visit our website at: <http://www.fairoaksdogwalk.com>.



Fair Oaks Chamber of Commerce

P.O. Box 352

Fair Oaks, Ca 95628

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