

# chamber chat

NORTH SCOTT AREA CHAMBER OF COMMERCE

Event Spotlight  
*features*

## Overcoming Objections

Dale Carnegie

Thursday,  
March 24, 2011  
12:00 to 1:00 PM

**Location:**  
Scott County Library  
Eldridge, IA

**Cost:**  
\$10 Members  
\$15 Non-members

- Apply a Win-Win process to resolve objections
- Identify points of agreement to lower resistance
- Respond to the six most common objections with confidence

### Mission Statement:

To provide leadership to assist growth and development of business and enhance the community as a desirable place to live, work, and raise a family.

220 W Davenport Street | Eldridge IA 52748  
Hours: Monday - Friday 9:00 AM to 12:00 PM



It is likely in any situation that obstacles will have to be overcome before a decision is made. Often you make the mistake of "handling" objections in such a way that the person is turned off. Resolving objections effectively is a process that involves careful, sensitive listening along with positive, factual responses to concerns.

You must understand that objections are not always rational. Objections are often totally emotional. You must respond to emotional needs, along with the obstacles preventing them from buying, if you want to build long-term relationships.

*Objections to your solutions are a natural part of selling.*

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2010-2011  
officers

**President**

Matt Briehl  
DuTrac Community Credit Union  
563-285-7771

**1st Vice President**

Seth Porter  
Porter Insurance  
563-285-4321

**2nd Vice President**

Lynnette Olson  
Valley Bank  
563-285-8800

**Secretary/Treasurer**

Matt Van Waus  
City of Eldridge  
563-285-4841

**Member at Large**

Brenda Drummond  
First Central State Bank  
563-285-2033

Josh Lawlor  
Lawlor Family Chiropractic  
563-285-8230

Kim Wilkins  
Ruhl and Ruhl  
563-441-5177

Joy Schneckloth  
Valley Bank  
563-285-8800

**Past President**

Patty Denner  
King's Material  
563-285-2565

# YP After Hours Networking

*Calling all 40 and under members -  
this event is for you!*

**March 10, 2011**

**5:00-7:00 PM**

Rustic Ridge,  
Eldridge

**Hosted By:**  
Seth Porter  
Joy Schneckloth



## Let Your Voice Be Heard!



### Legislative Luncheon

**March 25, 2011**

Stay connected to your local Iowa legislators this session by attending this annual luncheon presented by the Eldridge-North Scott Chamber and the Quad Cities Chamber of Commerce.

Clarion Hotel & Conference Center  
5202 Brady St, Davenport  
11:45 am to 1:00 PM

**Cost: \$12 in advance or  
\$15 at the door for Chamber members  
\$20 for non-members**

Register at [www.quadcitieschamber.com](http://www.quadcitieschamber.com)

staff



**Carolyn Scheibe**  
Executive Director  
[Carolyn@northscottchamber.com](mailto:Carolyn@northscottchamber.com)



**Tonia Urness**  
Office Manager  
[Tonia@northscottchamber.com](mailto:Tonia@northscottchamber.com)

# new members

## Hall of Fame Pizza & Wings

608 Parkview Drive  
Park View, IA 52748  
563-285-2955

The menu offers pizza, wings (20 sauces), calzones, wraps, soups, salads, sandwiches, desserts, and much more. Carry-out and delivery to Park View, Long Grove, McCausland, Mt. Joy and Eldridge are available. Please visit our DeWitt location for buffet and a dine-in experience.

## Solutions Body Care

518 W Main St  
Long Grove, IA 52756  
563-579-4800

Hours:  
M-S 8:30 am to 8:30 pm  
By Appointment Only

Solutions Body Care Esthetic and Massage Therapies offers a wide range of services focusing on your individual needs. Patricia Smith, Licensed Esthetician and Licensed Massage Therapist, presents a wide range of treatments.

Skincare therapies include skin analysis, customized facials, chemical peels, microdermabrasion, hair removal, airbrush makeup applications, eyelash extensions, lash and brow tinting, ear candling, and personalized body treatments and wraps, including aromatherapy.

Massage modalities include Swedish, deep tissue, specialty hand and feet treatments, spot and chair massage, plus an out-of-this-world face-lifting massage.

# first dollar



**Hall of Fame Pizza & Wings**  
608 Parkview Drive, Park View  
563-285-2955

Owners,  
Jason & LaShell Harper

# member news

## Shive-Hattery

Congratulation to the following Shive-Hattery design professionals on obtaining their professional licenses and certifications:



Structural Engineer Joe Appel, PE, SE, LEED AP obtained his Professional Engineer license from the State of Illinois



Interior Designer Jennifer Miller received her NCIDQ (National Council for Interior Design Qualification)



Civil Engineer Greg Schaapveld, PE, LEED AP obtained his Professional Engineer license from the State of Iowa

Also announcing Shive-Hattery's newest employee:



Shive-Hattery welcomes Environmental Engineer John Browning, PE to its Water and Waste Water Engineering Group.

## American Cancer Society

Up Coming Events:

Daffodil Days, March 7-11th  
Contact: Jim Wegener at 563-508-7412

Each spring, the Society offers daffodils to donors in appreciation for a contribution. By sending bunches of daffodils to friends, family members, and people touched by cancer, you are sharing a message of hope and raising funds and awareness to help defeat cancer.

Scott County Relay for Life, April 30th  
Team sign up - [www.relayforlife.org/ScottCountyIA](http://www.relayforlife.org/ScottCountyIA)

Relay For Life is a fund-raiser to raise money to fight cancer and to raise awareness of cancer in the community. The event honors cancer survivors, and remembers those who have lost their lives to cancer.



Thank you to  
everyone that  
helped make our  
**CHILI COOK-OFF**  
a success!



# Sale!

## City Wide Garage Sales

- May 7th Park View
- May 14th Long Grove City Wide Garage Sale
- May 21st Eldridge City Wide Garage Sale



*Mark Your Calendar*

*Dinner, Dollars & Dice*

**Friday, April 8 6:00 pm**

*Eldridge Community Center*

**North Scott Chamber Annual Fundraiser**

**Featuring: A Buffet, Cash Bar, Silent Auction, Raffles & Casino Games**

# North Scott Chamber CHILI! COOK-OFF



**Judges Choice:**  
Hall of Fame Pizza & Wings - LaShell Harper

**Peoples Choice:**  
Valley Bank - Joy Schneckloth

**Best Decorations:**  
US Postal Service - Tracy Harris and Beth Schwager



**The crowd sampled  
12 different chilies  
this year!**



**THANK YOU** to all of the cooks and committee members:  
Brenda Drummond of First Central Bank, Tricia Campbell of Eldridge Spine & Wellness, Joy Schneckloth of Valley Bank and Carol Miller of Lawlor Family Chiropractic.



220 W Davenport Street  
Eldridge, IA 52748

Address Service Requested

upcoming  
business  
events

4/8/2011 Dinner, Dollars & Dice

Friday, April 8, 2011, Starting at 6:00 PM  
Eldridge Community Center

6/10/2011 Golf Outing

Friday, June 10, 2011, Start time Noon  
Glynns Creek Golf Course

7/9/2011 Moonlight Chase / Summer Festival

Saturday, July 9, 2011  
Online registration is open at [getmeregistered.com](http://getmeregistered.com) or [active.com](http://active.com)



To register for events email  
[info@northscottchamber.com](mailto:info@northscottchamber.com)  
or call 285-9965.

Be sure to visit  
The City of Eldridge website at  
[www.cityofeldridgeia.org](http://www.cityofeldridgeia.org)  
and click on the  
community survey link  
on the home page to take the  
online survey.

The city is in the process  
of updating the comprehensive  
plan for the city and would  
really appreciate your input.