



1926 - 2006

Celebrating 80 Years of Excellence

January 2007

CHAMBER NEWS

The Greater Bethesda-Chevy Chase Chamber of Commerce

2006-2007 ACCE CHAMBER OF THE YEAR

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Brigadier General Mike Hayes speaks to Chamber About BRAC move of Walter Reed

On December 5th, Brigadier General Mike Hayes, USMC (Ret.), Director, Office of Military and Federal Affairs, Maryland Department of Business and Economic Development, addressed a joint committee meeting of the B-CC Chamber's Economic Development & Government Relations, Real Estate, and Parking & Transportation Committees to provide an overview of the BRAC move of Walter Reed to Bethesda Navy Medical. The final execution of BRAC directed movement is required to be completed by the end of 2011. Hayes did say that because of the war in Iraq the completed date and the money that will be allocated to fund the project will probably not be decided until this time next year.



Hayes addresses joint committee meeting

Once the merge is completed "the goal is to have 300 additional hospital beds at the facility and an additional 3,000 employees staffed at the Center," according to Hayes. The facility will be renamed the *Walter Reed Medical Center*. He also noted in the meeting that the changes could mean an additional \$500 million dollars in personal property and income tax revenue for the state of Maryland.

Planning for local roads and infrastructure, especially regarding Wisconsin Avenue traffic and entrances to the facility, is currently underway and is being evaluated closely.

By January BRAC plans to have a website up and running that will contain information for business owners on partner with other businesses and how to interact with the Federal and local governments during this transition. The website (www.choosmaryland.org) will also instruct business on how to register and bid on projects that will result from the move. Look for more information regarding the BRAC move of Walter Reed to Navy Medical in future issues of ChamberNews.

Save the Date for the Wild West Casino Night

Hitch up your jeans, pull on those boots and mosey on down to the B-CC Chamber's Wild West Casino Night on February 9th. Join old friends and new, as you try one of the many games of chance, get your picture taken at the *Old West Photo Shop*, enjoy munchies and libations in the saloon, and chase away the winter blues.

Join chamber members and guests for an evening filled with fun, networking and great food and games on February 9th at the Anastasi Room, B-CC Rescue Squad, 5020 Battery Lane, Bethesda. For more information or to register go to www.bccchamber.org and click on the Events Calendar.



Letter From the Chairman

Happy New Year! As we enter 2007, I want to first thank all of the members of the Chamber and your investment in this dynamic business organization. It's because of your commitment to the Bethesda-Chevy Chase community that the Chamber continues to be so successful and beneficial.

Now that the holidays are behind us, it is time to get a fresh start and work on those New Year resolutions. Whatever your business goal, remember that your involvement in the Chamber can bring the visibility and opportunities for success. Your attendance at events, participation on committees and education at a Chamber seminar are a few ways to get involved; however, one of the best ways to get a return on your Chamber investment is to do business with a fellow Chamber member. If your favorite business is not a member already, then make it your resolution to sponsor a new member and share the benefits of membership! Contact Chamber staff if you need more information - or better yet, attend a monthly Quick Connect session hosted by a Past President such as **Toby Beach** (Next Financial), **Dee Metz** (Maloney and Metz), or **Tom Murphy** (Eagle Bank) to get a refresher on the vast benefits and opportunities provided by the Chamber.

The time of new resolutions also brings new changes with our state and local governments and officials. This means we need to continue our coordination and collaboration on legislative issues to maintain the economic growth and stability of the greater Bethesda -Chevy Chase area. The **Countywide Chambers Legislative Breakfast on January 8th** will provide our members an opportunity to continue the dialogue with legislators on our business priorities, such as the Inner Purple Line implementation, affordable health care insurance availability, Montrose Parkway construction, transit funding, the Walter Reed BRAC transition, maintaining reasonable development potential in transit areas, etc. A critical component to effectively coordinating with our representatives is staying informed on the issues that affect our businesses and community. If you missed the joint committee meeting (Parking & Transportation, Real Estate and Economic Development) on December 5th with Brigadier General Mike Hayes from the Maryland Department of Economic Development as the guest speaker addressing the BRAC move of Walter Reed to Bethesda, be sure to check out www.choosemaryland.org for updated information and a business manual for federal procurement opportunities.

As we look at the year ahead, there will be many opportunities for increased visibility and new contacts for our members. I encourage you to join us at the **Human Resources Seminar at Imagination Stage and After Hours at Hard Times** on January 11th, participate in Restaurant Week in mid-January, and schedule the **Wild West Casino Night** on February 9th on your calendar! I hope to see your involvement at these events and others in 2007.

Again, a big thanks to our members, leadership, and staff for all of your time, effort, contributions and commitment in 2006. I wish you all health, happiness and success in the coming year.



Anne C. Martin,
Chairman

Chamber Officers

Chairman

Anne C. Martin, *Linowes and Blocher LLP*

Immediate Past Chair

Michele Horwitz Cornwell, *The Chevy Chase Land Co.*

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Randy Schools, *NIH-NOAA-Recreation & Welfare Association*

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Printing: Spectrum Printing & Graphics

The views expressed in articles submitted by members are the personal opinions of the author and not necessarily those of The Greater Bethesda-Chevy Chase Chamber of Commerce. The Greater B-CC Chamber of Commerce accepts no responsibility for any liabilities arising from the publication of such views.

Welcome New Members to the Chamber

EVENT PLANNING

The Perfect Event, LLC

Jacqueline Ducci
1400 East-West Highway, #702
Silver Spring, MD 20910
301-244-5161
www.jackieduccevents.com

BLOOD BANKS & CENTERS

INOVA Blood Donor Services

Sandi Bourget
45475 Nokes Blvd
Suite 160
Sterling, VA 20166
571-434-3675
www.inova.org/donateblood

EMPLOYMENT SERVICES

Don Bosco Cristo Rey High School

Alicia Bondanella
PO Box 56481
Washington, DC 20040
443-285-1478
www.donboscocristorey.org
Referred by: John Fineran

FINANCIAL INSTITUTIONS

HSBC Bank USA

MiJung Kim
7315 Wisconsin Avenue
Suite 225E
Bethesda, MD 20814
301-986-4932

FINANCIAL PLANNING INVESTMENTS & SERVICES

First Georgetown Securities, Inc.

Mario J. Segreti
225 Reinekers Lane, Suite 270
Alexandria, VA 22314
703-519-7702

MARKETING & BUSINESS CONSULTING

Out of The Box DC

Stephanie Ridgeway
P.O. Box 6916
Falls Church, VA 22204
202-297-0927
www.outoftheboxdc.com

MORTGAGE LOANS & BANKERS

Sun Trust Mortgage, Inc

Frank Trimboli
1445 Research Blvd
Suite 400
Rockville, MD 20850
301-517-5317
Referred by: John Fineran

PLASTIC SURGEON

Reisin West Institute

Elan Reisin
5530 Wisconsin Avenue
Suite 1440
Chevy Chase, MD 20815
301-986-9411
www.reisinwestinstitute.com
Referred by: Stephanie
Ridgeway

REAL ESTATE COMMERCIAL

Meany & Oliver

Martin Griffin
1110 North Glebe Road
Suite 590
Arlington, VA 22201
703-516-7050
www.meanyoliver.com

REAL ESTATE CONSULTANT

Neil Bacchus Real Estate Advisors, LLC

Frania Kryszpel-Block
11300 Rockville Pike
Suite 108
Rockville, MD 20852
301-802-7004
www.neilbacchus.com

REAL ESTATE

RESIDENTIAL

Help-U-Sell Prime Realty

Barry Bluefeld
6701 Democracy Blvd
Suite 102
Bethesda, MD 20817
301-564-6444
http://primerealty.helpusell.com

RESTAURANTS

Famoso Restaurant

Joseph Giannino
5471 Wisconsin Avenue
Second Floor of Suite E
Chevy Chase, MD 20815
301-986-8785
www.famosorestaurant.com

The Buona Sera

Deepak Khemka
8003 Norfolk Avenue
Bethesda, MD 20814
301-652-1400

Our Sincere Thanks to Our Renewing Members

American Home Mortgage Company
Analytical Associates
Argy, Wiltse, Robinson, P.C.
Billboard Connection
BMC Property Group
CB Richard Ellis
Daily Grill
Daniel Rosetti
Deutsch Inc.
Harvest Bank of Maryland

Hearing Loss Association of America
Houston's Restaurant
Lafayette Investments
Maier & Warner
Marriott Bethesda Suites
Metropolitan Archives
Montgomery County Employees Federal
Credit Union
NCRP
Next Day Blinds

Next Financial
Office Dimensions Inc.
Ponte Mellor Architects
Print 1
Reico Kitchen & Bath Resolve Inc.
Ross Development
Ruth's Chris Steak House
The Writer's Center
United Way



CHAMBER SNOW POLICY

In times of inclement weather, The Greater Bethesda-Chevy Chase Chamber of Commerce follows the closing policy of Montgomery County Public Schools.

If schools are closed, all events and meetings will be cancelled for the day. If there is a delayed opening, morning events and meetings will be cancelled, and all other events and meetings from 11:30 a.m. on will be held as scheduled.



Calendar Check

Monday, January 8, 8:00 am – 9:30 am

Countywide Legislative Breakfast

Join all of the chambers of commerce in Montgomery County as they present their joint legislative agenda to the Montgomery County State Delegation and Montgomery County Council two days before the General Assembly convenes in Annapolis.

Location: Bethesda North Marriott Conference Center – 5701 Marinelli Road, North Bethesda, MD

Thursday, January 11, 2:00 pm – 5:00 pm

Human Resources Seminar

A panel of experts will discuss the “tips and tricks” of hiring, training and retaining the right people. Following a short panel presentation, there will be break-out sessions featuring your opportunity to do a direct Q&A, then the panel will present the topics of each session’s discussion to the whole group. Immediately following the seminar, walk across the street to Hard Times Café for the Chamber’s Business After Hours event.

Location: Imagination Stage – 4908 Auburn Avenue, Bethesda, MD

Sponsor: Radiance Medspa of Bethesda

Thursday, January 11, 5:00 pm - 7:00 pm

Business After Hours

Come after work to enjoy food, drinks, and networking at one of Bethesda’s best spots for chili & wings!

Location: Hard Times Cafe – 4922 Del Ray Avenue, Bethesda, MD

Sponsor: Radiance Medspa of Bethesda

Tuesday, January 23, 7:15 am - 9:00 am

Power Networking Breakfast

Build your business network by making new contacts at this structured networking event. Don’t forget to bring lots of business cards!

Location: Hyatt Regency Bethesda – One Bethesda Metro Center, Bethesda, MD

Sponsor: PNC Bank

Friday, January 26, 8:00 am – 9:00 am

Quick Connect

Come to this brief orientation session to learn how to get involved with the Chamber and maximize your membership investment. Membership Ambassadors and representatives from the Board of Directors will discuss how you can get make your membership dollars work for you and get connected with all the activities and events that the Chamber offers. Continental breakfast and coffee provided.

Location: EagleBank Board Room at the Chamber Office – 7910 Woodmont Avenue, # 1204, Bethesda, MD

Friday, February 9, 7:00 pm - 10:00 pm

Wild West Casino Night

Join us for a casual evening of networking with old and new friends, fun foods, beverages and testing your luck at games of chance.

Location: Bethesda-Chevy Chase Rescue Squad – 5020 Battery Lane, Bethesda, MD

Thank you to our December Event Hosts & Sponsors!

Business After Hours

at South Beach Restaurant & Bar,
sponsored by City Lights Jewelry

Power Networking Breakfast

at La Ferme Restaurant,
sponsored by Dr. Suzanne H. Kim, D.D.S.

Signature Series Lunch

at Bethesda Marriott Hotel,
sponsored by Intelligent Office

Members in the News

Shulman, Rogers, Gandal, Pordy & Ecker, P.A., is proud to be named Mobile Medical Care, Inc.'s 2006 Corporate Sponsor of the Year. The award was given in recognition of the firm's legal expertise and support contributed to "MobilMed" and for efforts to maximize the organization's credibility in the community.

Shulman, Rogers, Gandal, Pordy & Ecker, P.A. is Maryland's largest independent law firm outside of the Baltimore region. The firm provides comprehensive corporate, real estate and litigation services to a growing and diverse range of regional, national and international clients.

The 8th Annual **TW Perry** Golf Classic raised \$93,000 to pay for some home repairs for low-income homeowners in Montgomery County. The annual tournament was held on October 16 at Norbeck Golf Course in Rockville, Maryland. TW Perry, a lumber and building materials dealer with five locations in the Washington area, sponsors the event to benefit **Rebuilding Together of Montgomery County**. Rebuilding Together is a nonprofit organization that arranges free home repairs for low-income, elderly and disabled owners.

Round House Theatre in Bethesda is proud to present the DC area premiere of *Orson's Shadow*, one of the year's biggest off-Broadway hits. Directed by Jerry Whiddon, the show will run from January 31 – February 25, 2007. A fictional account of real events, *Orson's Shadow* is a clever comedy in which Orson Welles, Laurence Olivier, Vivien Leigh and Joan Plowright come to life to reveal the fragility and vulnerability of these larger than life celebrities.

Bethesda law firm **Linowes and Blocher LLP** recently elected **Anne C. Martin** a partner in the firm. Ms. Martin, the current Chair of the Greater Bethesda-Chevy Chase Chamber of Commerce, was an associate with the firm since 1999. Prior to joining Linowes and Blocher, Ms. Martin clerked for the Honorable Paul A. McGuckian for the Circuit Court of Montgomery County, Maryland. As an attorney with Linowes and Blocher, Anne Martin has concentrated on land use, real estate, and municipal law. She regularly assists clients with legislative and regulatory issues during all phases of the development

process, primarily within Montgomery County. For more information about Ms. Martin or Linowes and Blocher LLP, visit www.linowes-law.com.

Dr. Duane Taylor, facial plastic surgeon and Medical Director of Le Visage ENT and Facial Plastic Surgery, LLC located on Rockledge Drive in Bethesda, MD offered his advice as a guest on a "New Me" a one-hour show on NewsChannel 8, on Saturday, December 9, 2006. Dr. Taylor talked about the benefits of the Contour Lift, a new cosmetic surgery option he is providing to patients.

Creative Parties, Ltd. Owner Tracy Bloom Schwartz was interviewed on the air this past December by fellow members Gayley Knight and Theresa Caldwell of **Business Her Way Talk Radio**. Schwartz said she used the tips and tricks provided to her in the Meet The Media guide to prepare her for this interview, and hopes to motivate other members to be proactive with the local media by sharing her success story. The 45 minute interview provided an opportunity for Schwartz to share her six point planning guide on how to host a memorable event at your home, just in time for the holiday season. **Business Her Way** airs every Monday through Saturday at 10:00 a.m. on WDMV, 700 am.

Advanced Communication and Translation, Inc. (ACT) recently announced that it has achieved one million dollars in sales, reaching an ahead-of-schedule threshold on its 11th anniversary. ACT, an area leader in translation and interpretation services, is committed to quality healthcare interpreting and 24-hour service.

Bond Beebe, a certified public accounting and advisory firm with offices in Bethesda, Maryland and Alexandria, VA has hired Natasha Kramer as a Manager in its Tax Department. Ms. Kramer will be responsible for tax planning and compliance for Bond Beebe's corporate clients and their owners as well as other high net-worth individuals. She previously worked for KPMG LLP and Arthur Anderson LLP.

Send your news to Laura R. McGarry, Membership Manager, at lmcgarry@bccchamber.org.

Out and About in Bethesda-Chevy Chase

December Power Networking Breakfast (La Ferme)



Signature Series Lunch



▲ Greg Hourigan and Neil Waldman



▲ Marlyn Newton and Deb Kahley



▲ Peter Ensign and Ron Resh



▲ Andrew Farkas, Tim Hamilton and Michael Glasser



▲ Councilmember Berliner greets fellow attendees

Afterhours...



▲ December Afterhours host Gary Clark with B-CC Chamber Chair Anne Martin

B-CC Chamber's NextExecs End 2006 with 2 Great Events

BCC NextExec is a program that provides events and programs designed to engage young professionals of member firms through professional and personal development programs, networking opportunities and community involvement.



Networking at NextExec's Night at the CAPS



NextExecs enjoying the pre-game party

On Thursday, November 30 at the Verizon Center in Washington, DC. our NextExecs were honored with a last minute visit and presentation by Ted Leonsis, Vice Chairman of AOL LLC and majority owner of the Washington Capitals. Leonsis provided the audience with advice on how to balance career and family, and shared with them his career path and the steps he took to become Chairman of AOL and owner of a NHL hockey franchise.

The sold out crowd first met for drinks and appetizers at the pre-party, sponsored by AXIA Advisors and Robert A. Pumphrey Funeral Home, in the Dewar's Lounge, where Leonsis spoke. They then moved into the arena to watch the Capitals beat the Dallas Stars 4-3. It was a great finish to an eventful evening!

Many thanks to our sponsors and to PUNCHAI Paul Vutiprichar, NextExec Committee Member and Financial Consultant for AXA Advisors, for playing a leading role in planning this exciting event.



NextExecs Amy Jones and Will Pumphrey

On **Tuesday, December 12th** NextExec members volunteered at the Children's Inn at NIH's WINNter Wonderland (www.childrensinn.org). WINNterWonderland is a room filled with gifts, and each child staying at The Inn has an opportunity to choose up to four gifts with the assistance of a volunteer. These gifts are not for themselves, but for a loved one. Once they've chosen 4 gifts, the volunteers helped wrap them. Megan Malloy, American Bank and co-chair of the NextExec's organized this successful evening that meant so much not only to the guests of the Children's Inn and their families, but to the NextExec members who participated.



Megan Molloy and Elise Goede help children shop

Future NextExec planned activities include a "How to 101" series on topics ranging from buying a home, to financial planning, and more. Also several upcoming networking events are being planned, along with other community outreach projects. If you are a young professional, or know someone in your business who is and would like to be notified of upcoming events and initiatives, please contact the Chamber office to be placed on the NextExec contact list.

Bytes of Bethesda

Anti-spam Tips

What is Spam

In simplistic terms Spam, also known as Unsolicited Bulk E-mail (UBE), are e-mail messages that are unsolicited by the recipients. Often these unsolicited messages are sent to thousands of people at a time. Spammers most often are motivated by commercial gain and the cost to spammers to send thousands of messages is next to nothing. Spammers will often attempt to hide the true source of the messages and will also often use the computers of Internet users without their knowledge to send their spam e-mails.

Never purchase anything from an unsolicited e-mail message

Aside from encouraging spammers to continue their practices, by purchasing spamadvertised products your contact and billing information may be exposed to individuals that often times do not have any interest in protecting your privacy.

Be careful when filling out web forms

When you sign for anything on the web often times there will be a checkbox stating that is okay for your information to be sent to “third parties” Also, often times, this checkbox is already selected for you – so make sure that you pay close attention to the form before you click submit.

Use a disposable e-mail address

There are several sites that offer the creation of temporary email addresses. This temporary e-mail address can be used to fill out web forms without exposing your true email address. For an example check out <http://www.trashmail.net>

Use the “remove me” link carefully

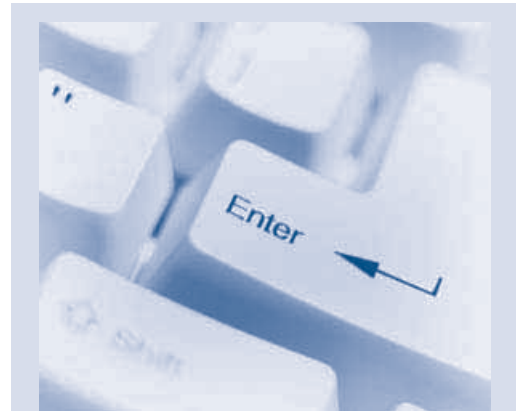
Unless you are dealing with a legitimate newsletter, never click the “remove me” or the “unsubscribe” link. This will almost certainly just verify to the spammer that he/she has reached a legitimate email address.

Use your Internet Service Provider’s anti-spam tools

Most every ISP provides some level of anti-spam protection at no additional charge. Take the time to check your ISP’s website on how to enable their anti-spam protection tools.

For more information contact Michael Cosca, IT Manager, MARTEK GLOBAL SERVICES, INC.

<http://www.martekglobal.com> , (301) 656-3700 Ext: 108



Bytes of Bethesda is brought to you by The Chamber’s Technology Committee.

All members with an interest in current technology trends are invited to participate in the Committee, which meets on the first Thursday of every month. Please contact Gloria Arnold at garnold@bccchamber.org for more information.

Mark Your Calendar for Restaurant Week in Bethesda-Chevy Chase — January 22-28, 2007

The Chamber is pleased to announce the Bethesda-Chevy Chase Winter Restaurant Week 2007 will be held Monday, January 22nd through Sunday, January 28th, 2007. The lunch and dinner dining options will feature an expanded list of the finest restaurants in the area, and an array of prices to choose from. This is a great opportunity to try out the many different restaurants in our community, while at the same time patronizing our Chamber members. Members already participating include Brasserie Monte Carlo, Buona Sera, Café

Europa, Clyde’s of Chevy Chase, Famoso, Hard Times Café, La Ferme Restaurant, La Miche, Lia’s, McCormick & Schmick’s Seafood, Mon Ami Gabi, The Original Pancake House, Passage To India, Ri Ra Bethesda, Rock Bottom Restaurant & Brewery, Rock Creek, Theo’s, Tragara, and Union Jack’s.

For more information, please contact Gloria Arnold at garnold@bccchamber.org or at (301) 652-4900.

Goodwill Dinner Makes a Difference

The 18th Annual Goodwill Dinner, sponsored by The Greater Bethesda-Chevy Chase Chamber of Commerce, Bethesda Urban Partnership, Hyatt Regency Bethesda, Classic Residence by Hyatt, Bethesda Cares, Bethesda-Chevy Chase Rescue Squad, and the Bethesda-Chevy Chase Services Center, was an outstanding success! Held in the beautifully decorated Anastasi Room at the Bethesda-Chevy Chase Rescue Squad on December 13th, the Hyatt Regency Bethesda along with their staff and volunteers, provided a traditional turkey dinner with all of the trimmings, highlighting the perfect atmosphere of a wonderful holiday evening.

The Goodwill Dinner annually provides gifts and a festive holiday dinner for over 300 men, women and children from

our community who are less fortunate. Holiday songs filled the air thanks to the talents of the Outreach Singers from the Washington Choral Society. Children enjoyed having their pictures taken with Santa, the antics of Appledumpling and her clown “crew”, Washington Talent’s magical magician and gingerbread cookie decorating and crafts.

The jovial atmosphere was highlighted by centerpieces provided by the Bethesda Women’s Club and balloon decorations donated by The Jane Fairweather Team.

County Executive Ike Leggett, Councilmember Roger Berliner and Montgomery County Fire Chief Tom Carr were able to find time in their busy schedule to help serve this wonderful dinner and spread good cheer.



Enjoying the festivities!

This annual event is a true celebration of community; uniting business and individuals to truly make a difference in the community we do business, work and live in.

Thank you to the Goodwill Dinner Sponsors

Street Survival Kit Sponsors:

Bethesda Magazine
Chevy Chase Bank
Hyatt Regency Bethesda
Monument Bank
Paley Rothman

Holiday Cookie Sponsor: Chevy Chase Land Company

Egg Nog Sponsor:
Brown and Gould, LLP

And to the many other local businesses and community partners



Goodwill Dinner guests enjoy a fabulous feast



County Executive Ike Leggett, Fire Chief Tom Carr and Councilmember Roger Berliner help serve food to the Goodwill Dinner guests

A B-CC Chamber Referral Success Story

Martens Cars uses Enten & Associates services.

Two long-standing members of the B-CC Chamber of Commerce, Enten and Associates and Martens Cars of Washington, Inc. have joined forces in an effort to build a greater awareness of Martens as the premier Volkswagen and Volvo dealership within the Greater Washington, DC area, after a referral from the Chamber.

Enten & Associates has been working with Martens for several months on their media program. Plans are now underway to develop a creative marketing plan for 2007 that will include local TV, radio and print campaigns for Martens.

Located on Woodmont Avenue in Bethesda, Enten & Associates is an advertising, marketing & consulting firm who is successful at building brands through creativity and efficient implementation.

A 103-year-old company, Martens Cars of Washington, located on River and Butler Roads in Bethesda, opened the first "stand-alone" Volvo Service and Parts Center in the United States in 1981. The business acquired a Volkswagen franchise in 1993 and opened the first "stand-alone" Volkswagen Service and Parts Center in the U.S. in January 2004.



Jon Enten

10 Chamber Resources to Take Advantage of in 2007

1. Access Our Conference Room

FREE use of the EagleBank Board Room is available for Chamber members. Host a private seminar, meet with clients, or have a staff retreat in our conference room. Seats up to 30 people.

2. Member-to-Member Discount Program

Offer a discount to the many employees of over 900 Chamber member businesses. This program will offer your company huge visibility. And as a member, you'll enjoy savings on everything from home appraisals to shoe repairs!

3. Let the Chamber Be Your Voice!

Take advantage of the advocacy efforts of the chamber on behalf of its members, through the advice and guidance of the chamber's lobbyist Ron Resh, and find out about the news and legislation that affect your business by attending meetings such as the Parking & Transportation Committee, Real Estate Committee, and Economic Development & Government Affairs Committee.

4. Purchase the Chamber's Mailing Labels to Announce a New Product or Service

We'll provide you with a hard-copy or electronic file of almost 1,300 member mailing addresses. You customize the mailing, we'll provide the labels!

5. Sponsor a Monthly Networking Event

The event sponsor provides information regarding their products and services, which inform and educate the event attendees. There are two monthly networking events each month and

each provide the opportunity for the sponsor to speak and display promotional materials.

6. Use the Online Small Business Resource Center

As a member of the B-CC Chamber, you'll have access to the U.S. Chamber of Commerce's Online Small Business Resource Center. This center provides you with the tools and information to successfully grow your small business.

7. Develop Your Employees by Sending Them to a Professional Development Seminar

Seminars are offered each quarter and include topics in the areas of Marketing, Sales, HR, and Technology.

8. Volunteer with the Chamber

Interested in developing a strong community? Volunteer to feed the less fortunate at the Annual Goodwill Dinner, donate to the Kids In Need Drive, or host a high school senior during the Annual Career Partnership Day.

9. Increase Your Business Visibility

Cost effective advertising is available both in the newsletter and Business Referral Guide. Plan that ad or insert today and begin 2007 with more visibility for your company!

10. Take Advantage of the Many Networking Events

From the monthly Power Networking Breakfasts and After-hours to the quarterly Signature Series Luncheons, plus the many special events such as the Annual Golf Classic, the Legislative Reception, Celebrate and Casino Night, there is something for everyone.

Make an Impact on the Lives of Our Local Youth

Sign Up Now to Participate in the 2007 Career Partnership Day on March 8th!

Someone wants to follow in your career footsteps and they are ready to go on **Thursday, March 8th** – the Chamber’s **14th Annual Career Partnership Day**. The Chamber and local high schools have provided job shadowing experiences to over 1,800 area students. Whichever careers these young

people are interested in, we know our members can help them discover what it takes to pursue these professional paths.

The B-CC Chamber and Chamber member Junior Achievement are again partnering for this year’s program. To sign up to host a student on March 8th or for more information please contact Sarah Rodriguez, JA Job Shadow Manager at 202-296-3837 or Gloria Arnold, B-CC Chamber at 301-652-4900 x200.

Meet the Media Seminar

Meet the Media Seminar was a resounding success with attendees learning from two panels of media professionals the best practices in getting their business media attention. If you were unable to attend but would like to purchase the *Meet the Media Resource Book*, with media contacts, tips and tricks, contact the Chamber office at 301-652-4900.





1926 - 2006
Celebrating 80 Years of Excellence

The Greater Bethesda-Chevy Chase
Chamber of Commerce
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Meet our new Membership Manager, Laura McGarry

Laura comes to the B-CC Chamber of Commerce with over 15 years of association management experience and a long history in Bethesda. Her last position was with the southeastern regional sales office of a Broadcast PR firm located in Bethesda. Prior to that Laura has worked in the communications, marketing and management fields of several large trade associations in the Washington D.C. region. A lifelong Bethesda resident, she and her family currently reside in the Bradley Village community near Bradley Boulevard and Arlington Road.



She looks forward to working with Chamber members to maximize the benefits of their membership and to further become involved in the business and local community. Laura may be contacted at 301-652-4900 ext. 201 or by email at lmcgarry@bccchamber.org.

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