



Doing Business Since 1926

January 2002

CHAMBER NEWS

The Greater Bethesda-Chevy Chase Chamber of Commerce

LAST CHANCE TO GET SWEEP AWAY!

BCC Chamber's "Clean Sweep" Weekend Get-Away Extended to March 29th



Visibility ... Recognition... New business contacts ... A great weekend getaway ...

These are just a few of the benefits you get when you recruit new members to the Greater Bethesda-Chevy Chase Chamber of Commerce! The membership of The Greater Bethesda-Chevy Chase Chamber of Commerce is invited to join members listed below, who are getting "Swept Away!" in the Chamber's membership recruitment campaign and are in the running for the following four weekend packages:

- **Bethesda Marriott Sports Weekend**
- **Bethany Beach Spring Get-Away**
- **Philadelphia Fantasy at the Hyatt Regency Penns Landing**
- **Pamper Yourself at Embassy Suites @ Chevy Chase Pavilion**

Each weekend package is unique, featuring a full range of travel, meals and interesting entertainment (see insert to learn more about each prize and the contest rules).

Call those contacts you want to do business with, but who aren't yet members of the Chamber and invite them to our next "Pizza & Pizzazz" on **January 17th from 11:45 a.m. until 1:00 p.m.** at the Chamber, where Board member Jennifer Warner (SunTrust Bank) will help to explain all of the great benefits of Chamber membership!

To learn more about the "Get Swept Away" campaign and how to recruit new members, go to www.bccchamber.org or call Margery Shrinsky, Membership Director at 301-652-4900 x201, who will supply you with membership kits and will be glad to join you in your meetings with prospective members.

Special thanks to Bethesda Marriott Hotel, Chevy Chase Cars, Hyatt Regency Bethesda, Hyatt Regency at Penns Landing and Embassy Suites @ Chevy Chase Pavilion for donations of the grand prizes.

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Join the following members who are presently in the running for the "Get Swept Away" Weekend Packages by sponsoring new members

Member

- Tom Murphy (EagleBank)
- Tim Whipple (AMR Commercial Real Estate)
- Lee Barnes (Barwood Transportation)
- Christine Brouwer (Colorworks Promotion)
- Michele Cornwell (The Chevy Chase Land Company)
- Diane Dantagnan (Realty Management Company)
- Suzanne Kim, D.D.S.
- Lilliam Machado (Thaler Liebler Machado & Rasmussen)
- Kathleen Martens (BAPA's Imagination Stage)
- Tony Prutting (Meltzer Schiner & Carroll, LLC)
- Jack Hauber (Sandler Training Institute)
- Jennifer Warner (SunTrust Bank)

New Members

- Capital Office Solutions
Enten & Associates, Inc.
- The Chrysalis Group
Desert Moon Fresh Mex Grille
- Fitness Together
- Select Business Team, LLC
- GTM Architects
- Schoolfield & Associates, Ltd.
- Barber & Associates, P.C.
- HRO Consulting
- SmithPayes
- Law Offices of Geoffrey P. Gitner
- TeamStaff
- CPAMoneyWatch.com, LLC

From The President's Desk

by Randy Schools, NIH-NOAA Recreation & Welfare Association



Like many of my fellow Bethesda-Chevy Chase Chamber members, I am looking forward to the year 2002. We are looking at life from a new perspective. We want to assist each other. We are more together, not only in our families but in our workplaces as well. The holidays are a good time for self-reflection. To look inward at ourselves, and to think of ways in which we can grow ourselves, and our companies. Looking back on my life, I have found most of my growth has come in two areas - Education and Networking (to me it's new business relationships which become friendships).

One of the best ways to do both is our Business and Tech Expo - a day for education with an interactive seminar series including great sessions on Successful Planning for Business Continuity; Development and Growth Strategies for Small Businesses; Networking; and "Getting Your Business Noticed by the Media." Attending the Expo is a great way to fulfill a resolution for your growth and for the growth of your business. Please mark your calendar for Feb 6, 2002 at the Hyatt Regency Bethesda from 8:30 am to 3 pm.

A recent survey by eBrain Market Research has stated that attending trade shows is more important now than before September 11, 2001. The study reinforces trade shows as the most convenient way to accomplish multiple business goals— client meetings, company-wide meetings, exhibits, while reducing employer costs and minimizing employee business travel. The Business and Tech Expo is tailor made for education and networking. Whether you're a large employer, or a one or two person shop, this a must. Make sure your employees are given the opportunity to join us. They will not be disappointed.

Our sincere well wishes are with Bob McKay, as he enters a new phase in his career. His contributions to our chamber have been immense, and he has been a great gentleman to work with. We wish him well. A big welcome goes out to Thomas Murphy of Eagle Bank who will be succeeding Bob as the Vice-President of Membership.

Hopefully you will join with me in two important resolutions for 2002 that I have placed on my calendar to think about each day: Resolution #1- **Get a New Member**; Resolution #2- **Do Business with a Chamber Member**. Simple resolutions, but I would like all of us as chamber members to get new members, as well as do more business with each other.

A big THANKS to you our members, our leadership, and our staff for your many contributions in 2001. Looking forward to 2002 with renewed commitment for a successful and productive year. As part of Chamber tradition, here is a short list of my desires for 2002:

OUT

Suspicion
Doubt
Rumors
Whining
Closed Minds
Frowns on non-chamber members

IN

Trust
Encouragement
Honesty with each other
Compassion
Listening
Smiling Chamber Members

Chamber Officers

President

Randy Schools, NIH-NOAA Recreation & Welfare Assn.

Immediate Past President

John C. Alexander, AMR Commercial Real Estate

President-Elect

Lillian Machado, Thaler Liebler Machado & Rasmussen

VP, Budget & Finance

John Lane, ColomboBank

VP, Membership Development

Tom Murphy, Eagle Bank

VP, Member Services

John Fineran, Atlantech Online, Inc.

VP, Economic Development & Government Relations

Patricia Harris, Holland & Knight LLP

VP, Community Development & Education

Alex Inglese, Federal Realty Investment Trust

VP, Special Events

Anita Segreti, Howard W. Phillips & Company

Counsel to the Board

David D. Freishtat, Shulman, Rogers, Gandal, Porly & Ecker

Board of Directors

Theresa Cameron, Arts & Humanities Council of Mo. County

Kathleen Martens, BAPA's Imagination Stage

Joseph Tanis, Bond Beebe

Page Lansdale, Chevy Chase Bank

John Bowis, Chevy Chase Cars, Inc.

Michele Horwitz Cornwell, The Chevy Chase Land Company

Arthur R. Dwight, The Gazette

Greg Hourigan, Hard Times Café

Steve McKee, Hyatt Regency Bethesda

Suzanne H. Kim, D.D.S.

Roger Kruse, Residence Inn by Marriott

John Chaplin, Robert A. Pumphrey Funeral Home, Inc.

Sandra Penn, PG&E National Energy Group

Glenn Pearson, Glenn Pearson Productions

Andrew S. Berman, Spectrum Printing & Graphics

Christopher Collier, Suburban Hospital

Jennifer Warner, SunTrust Bank

Ex Officio - Ginanne Italiano, Executive Director, Greater Bethesda Chevy Chase Chamber of Commerce

David Dabney, Exec. Director, Bethesda Urban Partnership

Ron Resh, Public Affairs Consultant

Director Emeritus - Thomas E. Korengold, Ourisman Ford Company, Inc.

Directors Emeritus - Walter Pennington, Dembo, Jones, Healy, Pennington, & Marshall, P.C.

Directors Emeritus - C. Robert Dalrymple, Linowes and Blocher LLP

Chamber Staff

Executive Director

Ginanne M. Italiano: gitaliano@bccchamber.org

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Margery F. Shrinky: mshrinky@bccchamber.org

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Events & Marketing Manager

Holly Persinger: hpersinger@bccchamber.org

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 Bethesda-Chevy Chase Chamber of Commerce accepts no responsibility for any liabilities arising from the publication of such views.

Members in the News

Dembo, Jones, Healy, Pennington & Marshall, P.C., a local CPA and consulting firm for over 45 years, announces that **Daniel B. Greehreg, CPA** has been elected a Shareholder of the firm. Dan has been with the firm since 1989 and works in the areas of audit, review, compilation and tax services.

The law firm of **Caplan, Bucker & KostECKa, Chtd.**, announces that **Karen Yeager, Esq.**, has recently joined the firm as an associate. Ms. Yeager will work with the Litigation Department.

The Rockville-based law firm of **Shulman, Rogers, Gandal, Pordy & Ecker, P.A.**, welcomes the following new attorneys: **Stephen A. Metz** (Commercial Litigation Department, focusing on bankruptcy and creditors' rights), **Steven A. Adelman** (Commercial Litigation Department, as an associate), and **Jude E. Wikramanayake** (Real Estate Department as an associate, focusing his practice on land use and zoning issues).

The **Washington Business Journal** needs small businesses to contact them for their "Ask the Experts" column. Do you have a question, problem or concern that you would like the Journal's multitude of experts to help you with? Following are the URLs for the two sections for the "Ask the Experts" column: www://Washington.bcentral.com/washington/stories/2001/12/10/smallb2.html and www://Washington.bcentral.com/washington/stories/2001/10/22/smallb1.html. You may also email Lora Meiser, one of the experts at LMGB@msn.com or Steve Davolt, Small Business Editor at sdavolt@bizjournals.com.

CREATE Arts Center, which has been bringing the Arts to the community for over 16 years, announces the addition of two new members to their Board of Directors: Mr. James Hobbs and Mrs. Kathleen Miller, as well as a new Ex Officio Board Member, Mr. Allen DeLeon. CREATE offers art classes, camps and parties for children and teens, as well as art classes and therapy for adults and seniors.

Potomac Valley Bank, a community bank with eight branch locations in Montgomery County and Northern VA, announces the election of **Dr. Charlene R. Nunley**, President of **Montgomery College**, as a Director of Potomac Valley Bank.

W.C. & A.N. Miller Realtors, a division of W.C. & A.N. Miller Companies celebrating its 90th anniversary next year, recently presented a donation of \$2,500.00 toward the renovation of the Wood Acres Elementary School on Cromwell Road in Bethesda. Pictured from left to right are: Susan Sandford; Carol Freedman; Veronica Luzuriaga; Michael Seay; Elissa Oshinsky; Evelyn Sahr; June Amling; and Meg McCarthy.

Want to get the word out about recent promotions, awards, new locations, or other significant achievements? Send your press releases and event announcements to mshrinsky@bccchamber.org.



Charlene R. Nunley



Make the Most of Your Membership

by Margery Shrinsky, Membership Director

Why do people attend networking functions? Are these functions really worth it? And, why should I attend?

Ask any Chamber member who regularly attends the Monthly Members Lunch, Business After Hours and Networking Breakfast and they will tell you not only do you get to meet important contacts and professions, but also in this age of technology, it gives them the opportunity to meet face to face. Now, when someone sends them an email or special promotional piece, they already know who the person is that sent it.

Many businesses attend our events looking for a specific contact to do their brochures, a banker to discuss finances, a hotel or restaurant to host a reception or meeting, a reliable retailer to purchase computers, and more. Wouldn't you like to be the one there to answer questions and introduce your business? And, you may not realize it at that time, but in the months to come you may actually need their products and/or services.

If you are interested in making new contacts and meeting new friends then plan to attend the many Chamber events that are available to you. Know someone who may be interested in joining? Invite them along as a guest, let them see first-hand how networking can be used as a valuable tool to market their business.

People like to do business with people they know and trust – come join us at one of the Chamber's many networking events.

For more information on the Chamber's events, contact Holly Persinger at 301-652-4900 x202 or view the upcoming events at www.bccchamber.org — click on "Events Calendar."



Legislative Forecast

by Ron Resh, Public Affairs Consultant

Despite, and in some cases because of, tight fiscal conditions at the local and state levels, the New Year is expected to bring a flurry of activity in Rockville and Annapolis.



Shortly before the holidays, the Montgomery County Council failed to override the County Executive's veto of a broad countywide impact tax on development. That issue will rise again in the form of a new impact tax proposal presented by the County Executive. Although the proposal is countywide, it contains a number of exemptions designed to promote economic development and stimulate business investment in the county. A public hearing on this measure will be held later in January.

Another proposal likely to surface before the Council is an increase in the county's real estate transfer tax. Details remain to be seen, but this increase is expected to apply to both commercial and residential property.

Transportation priorities will continue to be a hot topic. Locally, the report of the county's Transportation Policy Task Force will be working its way through the Planning Board to the County Council. Although the Task Force held differing views on a number of subjects, a majority of members expressed support for projects such as the Intercounty Connector, the Montrose Parkway, and the Georgetown Branch light rail.

At the state level, the issue of legislative redistricting is expected to dominate the early part of the General Assembly session, which begins January 9. The tight fiscal picture means no new transportation funding initiatives. It remains to be seen whether the transit funding package approved last year, and extremely helpful to Bethesda, will remain on schedule. Also at issue is whether the final installment of an income tax reduction begun several years ago will be honored. Along these same lines, the state last year enacted a one-week sales tax moratorium on certain back-to-school goods during the month of August. Public reaction to this generally has been favorable, and it was hoped that the program could continue this year. Whether that will happen remains to be seen.

Of particular interest to Montgomery County are several bills, which would allow state funding support for the Montrose Parkway. Another measure sure to generate discussion is a resolution expressing support of the General Assembly for the Intercounty Connector. By bringing this resolution to a vote, proponents of the ICC hope to get a clear indication of where state legislators stand on this issue. That information will be helpful during the coming elections.

These are just some of the issues the Greater Bethesda-Chevy Chase Chamber of Commerce will be following throughout the year. For more information or if you have suggestions or comments about the Chamber's legislative/public policy program, feel free to contact me at 301-649-2169, Pat Harris, Vice President of Economic Development & Government Relations (Holland & Knight) at 301-654-7800 or Ginanne Italiano, Executive Director of the Chamber at 301-652-4900 x203.

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 noon on will be held as scheduled.



Affordable Internet Technology for Small Business

by Bill Jeansonne, Member, Technology Resources Committee

Have you ever wished you could own or operate a Web site that looked and worked like the big guys? Well look no further. Microsoft has now released a completely new line of Internet Web based services collectively referred to as bCentral. The services or software provided through bCentral offer advanced functionality, including Web site design and hosting, email, calendaring, and powerful document management, to name a few.

Moreover, the many cafeteria style services available through bCentral operate independently of each other and are very affordable for most small businesses or organizations. For example, you can purchase their List Builder software (\$149 per year or \$29.95 per month) for email marketing independent of their Web hosting service. Most of the services offered on bCentral do not exceed \$500 per year, and can be purchased on a monthly basis, or yearly with deep discounts.

You are probably asking yourself by now, what's the kicker? Well, there are a few to be perfectly honest. You will probably have some upfront configuration or integration costs that you can avoid by setting up the services yourself or have an office guru do, or you could hire a specialist to help you set it all up. However, these costs are not likely to be recurring or inordinate, particularly if you plan well, and you get the proper training to maintain the systems yourself once the consultant has completed his or her work.

One of the most powerful features of using bCentral Web services is the ability to access all the administrative consoles from the Web. That means you can access all of the features or services from bCentral from most any Web browser with Internet access, be it a dial-up or broadband connection. This is a cost effective and powerful feature that enables you or your IT consultant to access the control consoles to each service on the bCentral Web site remotely without having the need to visit your office or interrupt users working at their PCs. Moreover, the consultant can often offer reduced support rates, since they do not have portal-to-portal costs (commuting) and can pass the savings on to you.

For more information on this subject, contact Bill Jeansonne, senior systems consultant for TechLecture, a local IT consulting and training firm that specializes in Microsoft technology and bCentral. He can be reached at 301-913-5393 or via email at wjeansonne@techlecture.com. Web site: <http://www.techlecture.com>.

"Bytes of Bethesda" is a service of the Chamber's Technology Resources Committee, which invites members with an interest in current technology trends to join and participate in the committee, which meets the fourth Thursday of every month in the Chamber offices. Members are also invited to write technology-related articles for the ChamberNews' "Bytes of Bethesda" column.

Make a New Year's Resolution to Get Back Involved in Your Chamber of Commerce

Has it been a while since you've attended a Chamber committee meeting or a networking event? Isn't it time to get back out there to see old friends and meet new contacts? Would you like an update on issues the Chamber has recently been addressing?

To learn more about the exciting opportunities for visibility, networking and growing your business, join past Chamber president Toby Beach (FC&A) for bagels and donuts on **Thursday, January 31st from 8:00 a.m. until 9:00 a.m.** at the Chamber. *Space is limited*, so please RSVP to Margery Shrinisky at 301-652-4900 x201 or mshrinisky@bccchamber.org.



Calendar Check

Upcoming Networking Events



Wednesday, January 9, 8:00-9:00am – Getting to Know Your Chamber
at the Chamber Office

Wednesday, January 9, 12:00-1:30pm – Monthly Member Lunch
sponsored by Washington Business Journal at Maggiano's Little Italy

Tuesday, January 15, 5:30-7:00pm – Business After Hours
Sponsored by/at Hard Times Café

Thursday, January 17, 8:00-9:30am – Smart Business Seminar
“Corporate Retirement Plans: How They Work and How They Can Work for You” presented by The Principal Financial Group, First Financial Group and T.Rowe Price at the Chamber Office

Tuesday, January 22, 7:15-9:00am – Power Networking Breakfast
Sponsored by Summerville at Potomac at Marriott Suites Bethesda.

See “Events Calendar” for registration fees and RSVP deadlines. Fax registration forms to the Chamber Office or register Online at www.bccchamber.org. For more information contact Holly Persinger at the Chamber at 301-652-4900 or at hpersinger@bccchamber.org.

Success Stories

Two Chamber Members Share Nearly a Decade of Growth and a Mutually Benefiting Business Relationship



Peter Polander, a former European Karate Champion owns and operates Polander Kempo Karate at 5017 Wilson Lane in Bethesda. Polander offers classes for all ages and is also a great way for women to learn self-defense, as well as giving children ages 5 and up an opportunity to learn self-confidence, self-control and character development.

Since 1992, Peter has been purchasing all of his sign needs from Mary Lou Goehring, owner of Signs By Tomorrow in Bethesda at 4923 St Elmo Avenue. They first began their business association at the Rockville Signs By Tomorrow location. When Peter found out he was going into business in Bethesda, Mary Lou was instrumental in Peter's joining the Chamber and is now using Signs by Tomorrow in Bethesda.

Mary Lou points out those long-term business relationships like the one with Kemp Karate is the basis of Signs by Tomorrow's success. Signs by Tomorrow, located in Bethesda, Rockville and Gaithersburg provides signs of all kinds, from full color posters and banners to truck lettering to three-dimensional lobby or building signs.

Smart Business Seminar

Corporate Retirement Plans: How They Work and How They Can Work For You

by Alison Kline, The Principal Financial Group

Details, details, details ... Do you know the fine print of your company's retirement plan? Most plan sponsors do not. With the introduction of the Economic Growth and Tax Relief Reconciliation Act (EGTRRA) it is more important than ever to know how your plan operates, and how to reduce your risk as a plan sponsor. If you do not have a plan currently in place, this is the perfect time to get one going with the tax relief that EGTRRA provides.

On January 17, 2002 the Chamber will sponsor a seminar that will make understanding retirement plans easy and how to make your plan better work for you. The seminar will uncover first the mechanics behind how different retirement plans work, such as SIMPLE 401(k) plans, traditional 401(k) plans, 403(b) plans, and other exciting plan designs that may help you accomplish your retirement plan goals and may even save you some money in administrative costs!

Over the years the IRS has been increasing plan audits, especially for non-profit plans. This trend will only increase with the flexibility offered by the new EGTRRA legislation. The seminar will also discuss how to protect yourself and your company by fulfilling your 'fiduciary responsibilities'. Lastly, the seminar will cover how to protect your employees after they exit the plan at retirement and some things to look out for as participants exit the plan.


Alison Kline of The Principal Financial Group, Joe Delisi of First Financial Group, and Laura Heymann of T. Rowe Price have teamed up to bring you information on these and other important issues faced by companies in today's economy. Information provided on these topics will be comprehensive, and attendance will count as **ONE HOUR OF CPE CREDIT!**

If you are interested in how to make your retirement plan work for you or your clients, join us at the Chamber office from 8:00 am until 9:30 am on January 17th. Due to the offering of CPE credits, space is extremely limited, so reserve your seat today! For more information or to register, contact Holly Persinger at 301-652-4900 x202, hpersinger@bccchamber.org, or go online to register at www.bccchamber.org.



We'd Like Your Opinion ...

The Special Events Committee is planning the Chamber's Fall 2002 special event, but first we'd like to hear from you. To make it easy, we have a quick survey on the front page of the Chamber's website at www.bccchamber.org. Please give us your opinion about which type of special event you'd like to attend in the Fall. If you have additional suggestions, please contact Holly Persinger at 301-652-4900 x202 or at hpersinger@bccchamber.org.

<small>Stage 2</small>  <small>A-V Productions</small>	7801 Norfolk Avenue Bethesda, MD 20814 (301) 913-0203
COST EFFECTIVE AUDIO & VIDEO SERVICES	
* Quick turnaround tape duplication of many formats * Professional video taping services * High quality video editing and production <i>Mention that you're a Chamber member and receive a 10% discount on any service</i>	

New Members



Bethesda Hill Apartments

5114 Dudley Land, #102, Bethesda, MD 20814

Roxanna Rizzone, Marketing Director

Business Profile: Bethesda Hill Apartments has eight different floor plans of 2 bedroom apartments. Garden style, washer/dryers, fireplaces and pets under 25 lbs. allowed. Next to I-495 and walking distance to NIH and the Naval Hospital.

Sponsor: Margery Shrinsky, Membership Director

T: 301-897-9455 F: 301-640-1565

email: rrizzone@wit.com

Capital Office Solutions

12301 Kiln Court, Beltsville, MD 20705

Shannon Sanborn

Business Profile: Provides multi-functional digital machines for printing, faxing, scanning, and copying.

Sponsor: Tom Murphy, EagleBank

T: 301-937-5030 F: 301-210-7920

www.capitalofficesolutions.com

email: sanborn@capitalofficesolutions.com

Capital Properties/Park Bethesda Apartments

5333 Westbard Avenue, Bethesda, MD 20816

Lynn Kiley, Regional Property Manager

Business Profile: Luxury high-rise and town home rental properties on Westbard Avenue with all the luxury and conveniences. A short distance from Friendship Heights and prestigious Mazza Gallerie.

Sponsor: Margery Shrinsky, Membership Director

T: 202-955-1140 F: 202-955-1447

Charles Schwab & Co.

7401 Wisconsin Avenue, Bethesda, MD 20814

Anthony Jung, Branch Manager

Drew Woolery, Investment Specialist

Business Profile: Charles Schwab is a full service broker committed to being the most useful and ethical brokerage firm in the world. Through cutting edge technology, a no-conflict approach to delivering advice, and a comprehensive suite of products and services, Charles Schwab uncovers and addresses the needs of our clients including educational planning, trust/estate services, and retirement plans for small businesses.

Sponsor: Margery Shrinsky, Membership Director

T: 301-941-9804 F: 301-941-9811

www.schwab.com

email: Anthony.Jung@schwab.com

Crescent Plaza Apartments

7111 Woodmont Avenue, Bethesda, MD 20814

David Landow

Business Profile: Luxury high-rise apartment located in the heart of Bethesda.

Sponsor: Margery Shrinsky, Membership Director

T: 301-718-4343 F: 301-497-0107

CSS Consulting

10433 Englishman Drive, N. Bethesda, MD 20852

W. Keith Euker, President

Business Profile: CSS Consulting is a technical consulting firm providing 3 levels of service: high-end consulting, IT staffing/contracting, and permanent placements.

Sponsor: Margery Shrinsky, Membership Director

T: 301-564-6008 F: 419.735.3582

www.cssconsults.com

email: keuker@cssconsults.com

Dale Carnegie Training

11140 Rockville Pike, Suite 650, Rockville, MD 20850

Carla Lee, General Manager

Business Profile: Dale Carnegie Training helps companies and individuals improve their results by improving their performance in areas such as sales, communications, management, customer service, public speaking and leadership.

Sponsor: Margery Shrinsky, Membership Director

T: 301-770-2444 F: 984-3118

www.baltimore.dalecarnegie.com

email: carla_lee@dalecarnegie.com

Edwards Consulting

3040 Idaho Avenue, NW, Suite 202, Washington, DC 20016

Lori Edwards, Consultant

Business Profile: Assist small and medium size companies with all aspects of human resource management and personnel administration.

Sponsor: Margery Shrinsky, Membership Director

T: 202-537-3633 F: 202-537-3633

email: edwardsgroup1@aol.com

New Members – continued

Fitness Together

4851 Cordell Avenue, Bethesda, MD 20814

Benjamin Moser, President/Owner

Business Profile: One on one personal training in a private training room allowing the client complete privacy and focused workouts.

Sponsor: Lee Barnes, Bawood Transportation

T: 301-656-3904 F: 301-656-3908

www.fitnessstogether.com

email: fitnessstogetherbethesda@hotmail.com

The Law Offices of Geoffrey P. Gitner

Watergate, Eleventh Floor

600 New Hampshire Ave., NW, Washington, DC 20037

Geoffrey P. Gitner, Esq.

Business Profile: Geoffrey P. Gitner is a well-known Washington area trial attorney whose expertise is litigation and dispute resolution in the areas of business litigation, personal injury, professional malpractice, discrimination and employment law.

Sponsor: Tony Prutting, Meltzer, Schiner & Carroll & LLC

T: 202-295-6035 F: 202-944-3068

www.gitnerlaw.com

email: ggitner@gitnerlaw.com

Grosvenor Tower

10301 Grosvenor Place, N. Bethesda, MD 20852

Emily Stone, Property Manager

Business Profile: Luxury apartment building located in North Bethesda with Metro accessibility.

Sponsor: Margery Shrinsky, Membership Director

T: 301-530-5300 F: 301-571-9578

www.bozzuto.com

email: grosvenor@bozzuto.com

Schoolfield & Associates, Ltd.

3804 Williams Lane, Chevy Chase, MD 20815

N. Garland Miller, President

Business Profile: Bookkeeping Service.

Sponsor: Diane Dantagnan, Realty Management Company

T: 301-986-4851 F: 301-986-4855

email: schfld@starpower.net

Washington FAMILIES Magazine

462 Herndon Parkway, Suite 206, Herndon, VA 20170

Brenda Hyde, Publisher

Business Profile: Washington FAMILIES Magazine is the largest parenting publication in the Mid-Atlantic region and the third largest in the United States. FAMILIES publishes 100,000 glossy cover magazines monthly and is distributed in Maryland, DC and Northern VA.

Sponsor: Margery Shrinsky, Membership Director

T: 301-656-0901 F: 703-318-5509

www.washingtonfamilies.com

email: BHYDE@familiesmagazines.com

Washington Workplace

2300 South 9th Street #505, Arlington, VA 22204

Lisa Bateman Carroll, Sales Representative

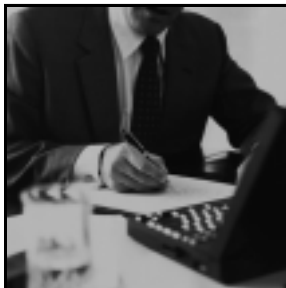
Business Profile: Washington Workplace is an independent office furniture dealer with experienced personnel to assist clients design and furnish their entire office space; exceptional services such as space planning, interior design, project management, installation; quality products including casegoods, reception, conference, training, mailroom furniture; quick ship programs and nationwide capability.

Sponsor: Margery Shrinsky, Membership Director

T: 703-979-7835 Ext. 137 F: 703-979-7887

www.washingtonworkplace.com

email: lcarroll@washingtonworkplace.com



*Need To Know When An Event Is?
Want to See What Is Happening In Bethesda-Chevy Chase?
Then Travel To Our Web Site!*

www.bccchamber.org



Smart Business Seminar Series

The BCC Chamber announces that in addition to the Annual Trade Show and Executive Business Luncheon, a seminar series will be held throughout the day on February 6th at the Hyatt Regency Bethesda. Attendees will be able to attend four fantastic and informative seminars during the Expo. Attendance is FREE but limited, so reserve your space now!

8:30-9:30am – “Development and Growth Strategies for Small Businesses”

Presented by Ruth J. Semple, Manager, Montgomery County Department of Economic Development’s Small Business Development Center

10:30-11:30 – Successful Planning for Business Continuity Relevant to the Times & Market”

Presented by Anita L. Segreti, Account Manager, Howard W. Phillips Insurance, Henrietta Fiennes, Director, B&T Business Services, and Tom Collins, Internet Solutions Specialist, Atlantech Online, Inc.

1:45-2:15pm – “Networking- How to Leave an Event with Leads, Not Just Cards”

Presented by Jack Hauber, Sandler Training Institute

2:15-2:45pm – “How to get Your Business Noticed by the Media”

Presented by Pete Grzybinski, Publisher, Business Gazette

To reserve your space for any of the above seminars, contact Holly Persinger at 301-652-4900 x201 or hpersinger@bccchamber.org. To learn more about the Business and Tech Expo 2002, go to www.bccchamber.org.

The Greater Bethesda-Chevy Chase Chamber of Commerce is proud to announce this year's sponsors of the Business & Tech Expo 2002 (to be held on February 6, 2002 at the Hyatt Regency Bethesda)

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November After Hours Sponsor Dr. Katherine Wright (Vitability Associates) speaks with employees of The Jane Fairweather Team about stress management



Tom Collins (Atlantech Online) talks to Michael Tristano and Julie Morrell (Holiday Inn Select Bethesda) about Internet connections at the November After Hours Reception at Notes Bar & Grill at The Holiday Inn Select



New member Brenda Hyde (Washington Families Magazine) discussing her business at the December Monthly Member Lunch at the Original Pancake House



Congresswoman Connie Morella and County Executive Doug Duncan speak to the hundreds of postal workers from the Bethesda-Chevy Chase community who attended the December 10th Postal Worker Recognition Ceremony given by the County, the Chamber and the Bethesda Urban Partnership



President Randy Schools and Tom Murphy, VP Membership Development (EagleBank) congratulate Patrick Flynn (Atabak, Flynn & Associates) on winning the gift basket from Bradley Food and Beverage at the Holiday After Hours



Caroline Rider (Two Rider Design) and Kenny Singer (Planet Cotton) at December Monthly Member Lunch at the Original Pancake House



Tom Murphy (EagleBank) rolls up his sleeves for bi-annual Blood Drive at the Hyatt Regency Bethesda

Thank-You!

Special thanks go to the following members for donating the wonderful door prizes for the Chamber's Holiday Business After Hours. Thanks for your continued participation and support of the Chamber!

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Chamber of Commerce**
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that Chamber members could use the chamber's Board Room at no cost for meetings, conferences or seminars? For more information on this "Chamber Member Benefit," contact Margery Shrinsky at 301-652-4900 x201 or mshrinsky@bccchamber.org.



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