



2010 Calendar of Events

January

January 13 - Wednesday Wake-up hosted by **La-Z-Boy Furniture Galleries**, 7540 West 135th Street. 8-9 a.m. Come in and make yourself at home and let the knowledgeable staff show you how easy it can be to turn the home of your dreams into reality.

January 19 - Business Education Seminar - "Cold Calling – To Do or Not To Do?" presented by Dan Stalp, **Sandler Training-Brooks**, who will help you overcome your fear of making cold calls. 8-10 a.m.

January 21 - Chamber Connection hosted by **Servpro Olathe/Lenexa, Greater Shawnee/Merriam, Blue Valley** and held at the Overland Park Chamber of Commerce, 8-9 a.m.

January 23 - Legislative Breakfast at the **Ritz Charles Overland Park**, 9000 West 137th Street. 7:30 a.m. \$20 for members; \$25 for non-members. RSVP by noon on January 20.

January 27 - Wednesday Wrap-up hosted by **Sunlight Day Spa**, 7373 West 107th Street. 5-7 p.m. Come find out about luxurious spa services including massage therapy, Far Infrared Sauna Therapy and Facials, body wraps and treatments that are designed to rejuvenate and detoxify your body.

February

February 10 - Wednesday Wake-up hosted by **Hyatt Place Overland Park/Convention Center**, 5001 West 110th Street. 8-9 a.m. Enjoy networking and discover the amenities available to business travelers at the Hyatt Place Overland Park/Convention Center.

February 16 - Mayor's State of the City Luncheon featuring Mayor Carl Gerlach, **Overland Park Convention Center**, 6000 College Boulevard. 12-1:30 p.m. \$29 for members; \$39 for non-members; \$325 for table of 10. RSVP by noon on February 10.

February 18 - Chamber Connection hosted by **Emporia State University Metro Learning Center** at the Overland Park Chamber of Commerce, 4-5 p.m.

February 23 - Business Education Seminar - "Data Mining – Give Your Business the Competitive Edge" presented by Whitney Davison-Turley, **Johnson County Library**. The Johnson County Library can give your business the competitive edge with industry data, demographics, and high-quality information to help you develop lead lists quickly and effectively. With a library card and a few clicks of a mouse, you can find who your competitors are, create mailing lists of potential customers or locate new businesses in your area – from within the library or from your home or office. Held at the Johnson County Library, 9875 West 87th Street, 8-10 a.m.

February 24 - Wednesday Wrap-up hosted by **St. Joseph Medical Center**, 1000 Carondelet Drive, Kansas City, Mo. 5-7 p.m. Come learn about the acute care, outpatient and extended care services of this 300-bed hospital.

February 27 - Legislative Breakfast at the **Ritz Charles Overland Park**, 9000 West 137th Street. 7:30 a.m. \$20 for members; \$25 for non-members. RSVP by noon on February 24.

March

March 10 - Wednesday Wake-up hosted by **Sam's Club of Overland Park**, 8300 West 135th Street. 8-9 a.m. Come learn how Sam's Club provides its members with the highest possible quality products and services at exceptional values.

March 13 - Legislative Breakfast at the **Ritz Charles Overland Park**, 9000 West 137th Street. 7:30 a.m. \$20 for members; \$25 for non-members. RSVP by noon on March 10.

March 23 - Business Education Seminar - "Facebook and Twitter and LinkedIn – Oh My!" presented by Eric P. Kelly, **Spencer Fane Britt & Browne, LLP**. The use of online social media has exploded. While online social media offer incredible networking opportunities, employers need to prevent misuse that might compromise confidential business information or violate various employment laws. This interactive 90-minute session will address the myriad legal implications online social media poses for all employers. 8-10 a.m.

March 18 - Chamber Connection hosted by **Dean & Deluca** and held at the Overland Park Chamber of Commerce. 8-9 a.m.

March 24 - Wednesday Wrap-up hosted by **Direct Buy of Johnson County**, 11309 Strang Line Road, Lenexa. 5-7 p.m. Come learn about a membership buying service that gives you the opportunity to buy merchandise directly from over 750 brand-name manufacturers and 50 local suppliers. A visit to the showroom will give you some idea of the vast scope of available products and services. Door prizes will include a drawing for a 3-day/2-night Las Vegas vacation with airfare.

March 27 - Legislative Breakfast at the **Ritz Charles Overland Park**, 9000 West 137th Street. 7:30 a.m. \$20 for members; \$25 for non-members. RSVP by noon on March 24.

April

April 8 - Wednesday Wake-up hosted by **Humana**, 7311 West 132nd Street, Suite 200. 8-9 a.m. Come learn how Humana helps employers and consumers manage health care costs.

April 20 - Business Education Seminar - "The One-Page Marketing Strategy" presented by Ron Kane, **Trabon Solutions, LLC**. The means by which we communicate continue to evolve, and the impact for promoting businesses is profound. Strategies that worked as recently as three years ago are no longer effective. The current economic environment makes it an imperative to focus on your marketing strategy. This seminar will help you evaluate your brand position and adapt your approach to the marketplace. 8-10 a.m.

April 22 - Chamber Connection hosted by **Sign-a-Rama** and held at the Overland Park Chamber of Commerce, 9001 West 110th Street. 4-5 p.m.

April 24 - Legislative Breakfast at the **Ritz Charles Overland Park**, 9000 West 137th Street. 7:30 a.m. \$20 for members; \$25 for non-members. RSVP by noon on April 21.

April 28 - Wednesday Wrap-up hosted by **Sheraton Overland Park**, 6100 College Boulevard. 5-7 p.m. The Sheraton Overland Park boasts brand new meeting spaces and guest rooms. With the discerning business traveler in mind, the Sheraton seamlessly blends the comforts of home with today's state-of-the-art technology to satisfy even the most demanding traveler.

May

May 12 - Wednesday Wake-up hosted by **NSPJ Architects**, 3515 West 75th Street, Suite 201, Prairie Village. 8-9 a.m. Come learn about the architecture firm formerly known as Nearing Staats Prelogar & Jones.

May 18 - Business Education Seminar - “We Sell to Serve and We Service to Sell: The Latest Model in Customer Focused Selling” presented by Bob Bridges, **JCCC Center for Business and Technology**. When you’re going to buy a car, whose word do you trust; the salesperson selling the car, or the mechanic who works on the car? In today’s difficult selling environment, a new sales method has emerged that addresses the demands and skepticism of the buyer. This seminar provides a look into the latest tactics and techniques in consultative selling. Learn how to project an expert image that acts as an advocate of the buyer’s interests. This seminar tackles the tough issues that diagnose the emotional triggers that support (or negate) objective buying decisions. 8-10 a.m.

May 20 - Chamber Connection hosted by **Hilton Garden Inn** at the Overland Park Chamber of Commerce, 9001 West 110th Street. 8-9 a.m.

May 26 - Wednesday Wrap-up hosted by **IronStone Bank**, 7950 College Boulevard, Suite A. 5-7 p.m. Just follow the new 75-foot landmark tower on College Boulevard to network and learn about one of Overland Park’s newest banks.

June

June 9 - Wednesday Wake-up hosted by **Costco**, 12221 Blue Valley Parkway. 8-9 a.m. Costco is known for carrying national and regional brands at prices below traditional wholesale or retail outlets. Network in the warehouse and see how Costco can help you reduce costs for business and personal goods.

June 15 - Business Education Seminar - “Virtual IT Tools for All Types of Organizations” presented by Jeff Erickson and Peter Latessa, **Erickson Solutions Group**. There are always new virtual IT tools that can benefit every organization. Learn to take advantage of new technology without spending a lot of dollars. You’ll also learn how business processes can be improved or even eliminated by virtual IT tools and programs. 8-10 a.m.

June 17 - Chamber Connection hosted by **The UPS Store-Oak Park Commons** and held at the Overland Park Chamber of Commerce, 9001 West 110th Street. 4-5 p.m.

June 23 - Wednesday Wrap-up hosted by **Hooter’s**, 10620 Metcalf Lane. 5-7 p.m. Come have a hoot at the beach-themed restaurant that describes itself as “delightfully tacky, yet unrefined” and is famous for its spicy chicken wings.

June 24 - Leadership Overland Park Graduation Luncheon at the **Marriott Overland Park**, 10800 Metcalf Avenue. 12-1:30 p.m.

July

July 14 - Wednesday Wake-up hosted by **Corbin Crossing Apartments**, 6801 West 138th Street. 8-9 a.m. Corbin Crossing offers first-class amenities including a clubhouse, resort-style swimming pool, business center, fitness center, billiards room, tennis court, outdoor fireplace and grilling stations.

July 20 - Business Education Seminar - “Using Social Media to Grow Your Business” presented by Shawn Kinkade, **Aspire Business Development**. Social media is everywhere, but is it just a frivolous diversion or can you actually use it to grow your business? Learn the basics of social media and social networking, why it’s important (2/3 of all buyers go to the internet first to make a buying decision) and real life examples of how to use it for your business. 8-10 a.m.

July 22 - Chamber Connection hosted by **INTRUST Bank** and held at the Overland Park Chamber of Commerce, 9001 West 110th Street. 8-9 a.m.

July 28 - Wednesday Wrap-up hosted by **Aloft Leawood**, 11620 Ash Street, Leawood. 5-7 p.m. Breeze into a hotel in the chic new lifestyle development of Park Place for a whole new travel experience that combines urban-influenced design, accessible technology, and a social scene that’s always abuzz.

August

August 11 - Wednesday Wake-up hosted by **Midtown Athletic & Tennis Club**, 6700 West 110th Street.

8-10 a.m. Come see how Midtown can help you get fit and lead your active lifestyle.

August 17 - Business Education Seminar - "Naming your Price - and Getting It" presented by Troy Harrison, **SalesForce Solutions**. One of the worst elements of selling is the constant price pressure. While salespeople blame competition, the truth is that we are our own worst enemies when it comes to giving up price. In this workshop, salespeople will learn how to hold price. This workshop will make you money! 8-10 a.m.

August 19 - Chamber Connection hosted by **Gragg Advertising** and held at the Overland Park Chamber of Commerce, 9001 West 110th Street. 4-5 p.m.

August 25 - Wednesday Wrap-up hosted by **Online Trading Academy**, 7501 College Boulevard, Suite 275. 5-7 p.m. Come learn about the only local franchise offering professional trading instruction from Wall Street professionals.

September

September 8 - Wednesday Wake-up hosted by **Business Transition Specialists**, 12701 Metcalf Avenue, Suite 100. 8-9 a.m. Buy. Grow. Sell. Learn how Business Transition Specialists acts as a trusted advisor and guide through each phase of ownership.

September - Golf Tournament - day and location to be announced.

September 16 - Chamber Connection hosted by **Huntington Small Business Solutions** and held at the Overland Park Chamber of Commerce, 9001 West 110th Street. 8-9 a.m.

September 21 - Business Education Seminar - "Migrating to Office 2007" presented by Christy Rogers, **ExecuTrain of Kansas City**. This 90-minute course is designed for Microsoft Office users migrating to Office 2007. Class participants will learn how to use the redesigned Office 2007 interface, which replaces familiar menus and toolbars with the new "ribbon." Participants will learn new ways to maximize their efficiency and avoid frustrating backwards-compatibility headaches. Held at 6900 College Boulevard, Suite 800, 8-10 a.m.

September 22 - Wednesday Wrap-up hosted by **Drury Inn & Suites**, 10963 Metcalf Avenue. 5-7 p.m. Come see the newly-renovated Drury Inn & Suites and experience Drury's new 5:30 Kickback featuring free hot food and cold beverages.

October

October 1 - Good Morning, Overland Park! breakfast at the **Marriott Overland Park**, 10800 Metcalf Avenue. 7:30-9 a.m.

October 13 - Wednesday Wake-up hosted by **Emporia State University Metro Learning Center**, 8400 West 110th Street, Suite 150. 8-9 a.m. Join us for a morning of networking and fun. Emporia State University has been providing individuals with quality education for over 100 years, and is committed to continuing its tradition of excellence for working professionals in the Kansas City Metro. Learn what Emporia State University is all about in Kansas City.

October 19 - Business Education Seminar - "Developing Your Formula For Success" presented by Steve Montague, **Effective Sales Development**. Sales people have to be honest with themselves. This seminar is for you if you are asking, "What can I do to become a better sales person and to make more money?" If you believe in your products and services, you have the right to help people discover why they should be doing business with you. 8-10 a.m.

October 21 - Chamber Connection hosted by **Chick-fil-A of Overland Park** and held at the Overland Park Chamber of Commerce, 9001 West 110th Street. 4-5 p.m.

October 27 - Business to Business Expo tradeshow at the **Overland Park Convention Center**, 6000 College Boulevard. 12:30-6:30 p.m. Sponsored by **Cleveland Chiropractic College**.

November

November 10 - Wednesday Wake-up hosted by **Crowne Plaza Lenexa/Overland Park**, 12601 West 95th Street. 8-9 a.m. Conveniently located at 95th & I-35, the Crowne Plaza Lenexa offers newly-designed meeting space ideal for meetings, training events, conferences, banquets and weddings.

November 16 - Business Education Seminar - "Developing Your 30-Second Attention-Grabbing Introduction" presented by Jerry Smith, **Accord Coaching LLC**. Your 30-second introduction or "elevator speech" is one of the most important marketing tools at your disposal. How do you make that message engaging, interesting and most importantly, different from all the others? This workshop will cover the most effective way to gain the attention of your best prospects and include exercises to enable you to define, refine and practice your own 30-second introduction. 8-10 a.m.

November 18 - Chamber Connection hosted by **Digital Vision Resources Group/DVRG** and held at the Overland Park Chamber of Commerce, 9001 West 110th Street. 8-9 a.m.

December

December 1 - Wednesday Wrap-up hosted by **Heartland Spine & Specialty Hospital**, 10720 Nall Avenue. 5-7 p.m. Designed, owned and lead by physicians from throughout Kansas City, this hospital is designed around making your health care experience as convenient, safe, effective and pleasant as possible.

December 8 - Annual Meeting Luncheon for Chamber members at the **Overland Park Convention Center**, 6000 College Boulevard. 12-1:30 p.m.

Register for these events online at www.opchamber.org or call (913) 491-3600