

The Chamber

of COMMERCE | BLACKSTONE VIRGINIA

May 2010

The Blackstone Chamber of Commerce promotes and supports existing businesses, and encourages development of new businesses by being the resource of choice to the community. The Chamber fosters a cohesive and progressive business environment.

In the SPOTLIGHT: Business of the Month

Main Street Framing, LLC
at
Blackstone Antique and
Crafts Mall
121 N. Main Street
Blackstone, VA 23824
434-607-9410

NEW Chamber Office Hours

Tuesday—Friday

9:00 — 4:30

Blackstone Chamber of Commerce

300 Church Street
P.O. Box 295
Blackstone, VA 23824
Phone: 434-292-1677
Fax: 434-292-1588
director@blackstoneva.com
www.blackstoneva.com

Information

The chamber has a 12 - chair conference room available for use. Contact the chamber office if you are looking for a meeting room.



Main Street Framing, located inside the Blackstone Antiques and Crafts Mall, marks its THIRD anniversary this month. The business is owned by Grace McDonald and Chuck Ronnenburg. Grace manages the shop at the mall.

Main Street Framing provides friendly, professional custom framing services using conservation framing methods. The shop has a 10 business day turn around on most orders. They offer a selection of over 300 wood and metal picture moldings; hundreds of mat boards in all colors of the rainbow with fabrics, patterns and smooth solid finishes as well as glazing options that include clear to conservation non-glare to museum quality glass. They frame limited edition prints, diplomas, photographs, needlework, oils, watercolors, canvases, and mirrors as well as shadow box items. If you need to replace the glass in an old picture or would like to change the color of a mat they do it all.

Main Street Framing promotes local artists by featuring their work in the showroom. They also have a nice selection of framed art, custom mirrors, vintage frames, prints, table top frames, magnets, and paperweights for sale. Gift certificates are also available. Art always makes a wonderful gift for special occasions—weddings, graduations, anniversaries, and retirements.

Hours: Thursdays and Fridays 10 am to 6 pm

Saturdays 10 am to Noon

and by Appointment

To celebrate their third anniversary Main Street Framing, invites Chamber members to an 'After Hours Wine and Cheese Open House' May 20th from 6- 8 pm at the mall.

Executive Director's Message

Happy May to each of you! I am already thinking of those beautiful May mornings with the bright sun coming up over the beautiful green trees here in Blackstone. From my porch there is nothing more serene and beautiful. That sight sets the tone for my busy day at the Chamber. I hope you can take a few minutes each morning before you leave for work and enjoy that peace and beauty.

I wish you could spend a day with me in the Chamber office. There is always something going on. I get to meet such nice folks who drop in for directions, location of businesses, seeking a business referral, obtaining information on all kinds of things, wanting information on the chamber, the town, and some even are looking at locating a business to Blackstone. The Chamber office seems to be a repository for all kinds of information to our many visitors each week.

We are working on the 41st Annual Arts and Crafts Festival which will be held Sep. 11-12 from 10-5 each day. The Chamber Arts and Crafts Committee is working with C-Line Graphics on the *Blackstone Arts and Crafts Ad Book*. The idea behind the book is to allow the Chamber to do away with the gate fees and advertise the event as, FREE ADMISSION. The Chamber hopes when Trudy Farmer, who works with C-Line Graphics, comes by to see you that you will advertise with her. Not only are you helping the Arts and Crafts Festival, but you are promoting and advertising your business to over 3,000 people who will pick up a copy of this book in late July here in Blackstone and the surrounding area!

Wishing each of you a great month of May. Thank you for your support. Your Chamber is working hard for you everyday!

Brenda



12 HABITS OF HIGHLY EFFECTIVE BUSINESS OWNERS

A person's business success has far less to do with one great decision than it does with sound day-to-day habits.

"Most people think that there is some silver bullet to being great," says Pam Bilbrey, co-author with Brian Jones of the new book, *Ordinary Greatness*. "**Greatness** is really about doing the ordinary, everyday things consistently well."

Here are a dozen habits to practice in your business (and personal) life:

- 1. Walk your talk.** Is there an intersection between what you say and what you actually *do*? Nothing is more irritating than a hypocrite. It's the opposite of greatness.
- 2. If you make a promise, keep it.** Sounds simple, doesn't it? Actually, it's rarer than you might think. The secret is to make only commitments that are manageable and realistic, and keep them—consistently. Saying you'll deliver the big project first thing tomorrow sounds good, but your hero status will quickly fade if you can't come through.
- 3. Do sweat the small stuff.** (Or at least pay attention to it.) Pay close attention in meetings and interactions with others and keep thorough notes on things that will be important later.
Example: Does your client have a food allergy he mentioned in passing? Remembering this for future dinner meetings shows him you can be trusted with detail-intensive projects.
- 4. Plan for the worst.** Even if things go according to plan 99% of the time, the other 1% can really get you into trouble. Carefully think through any obstacles that might arise and lay the groundwork for solutions, in advance.
- 5. Align yourself with the other "greats."** Cultivate relationships with them. Disassociate yourself from the not-so-greats around you.
- 6. Always act as if someone is watching you.** It may sound like the same warning you give a child before school, but it applies to you, too. Even company owners should work as though they have a boss sitting in the room taking notes for the next evaluation. In other words, use your time wisely, meet deadlines, and don't cut corners.
- 7. Surround yourself with people who don't think like you.** Challenge yourself to make friends and acquaintances with the people who are going to challenge you. Forming friendships with near-clones of you nurtures the person you are rather than cultivating the person you can become.

"There are many rich life lessons to be learned from people who are completely different from you," says Jones.



Business Briefing

Business Briefing is a collection of business-building advice from various resources, and more.

Blackstone Chamber of Commerce—<http://www.blackstoneva.com>

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8. Be known for your integrity. Your mother was right: Honesty is the best policy. Integrity may mean owning up to a mistake or admitting a failure, but it also means the people around you can depend on you for transparency. And that goes a long way in the business world.

“Do the things that make your spine tingle and your heart race,” says Bilbrey. “Those are the things that are worth doing.”

9. Know when to ask for help. Being great doesn't mean that you have all the answers all the time. A big part of greatness is recognizing it in others, and knowing when their expertise is more efficient than your own.

“Asking for help is not a sign of weakness,” says Jones. “It's a sign of intelligence.”

10. Read at least six books a year. Start each year by making a list of books you want to read from all different genres and topics, including a few you wouldn't normally think of choosing. By the end of the year you will have expanded your horizons.

“Books can help you remove the blinders you may not even know you are wearing and serve as conversation-starters for meeting new people,” says Bilbrey.

11. Keep your curious spirit. As children, we were curious about everything in the world around us: How do things work? Why do people act a certain way? Interest spurred the questions that grew into much of your business knowledge. The minute you think you know it all is the minute you close the door on your pursuit of greatness.

12. Be a risk-taker. Taking the easy route is safe and sure, but it rarely leads to greatness. Success isn't going to come to you while you're sitting idly. So go against the grain. “Do the things that make your spine tingle and your heart race,” says Bilbrey. “Those are the things that are worth doing.”

FINANCIALS YEAR TO DATE

Current Members:	128
Assets:	\$17,445.44
Liabilities:	\$ 2,935.08
Equity:	\$14,510.36
Revenue:	\$45,158.26
Disbursements:	\$71,059.51
Net Loss:	-(25,901.25)

If you would like to see your business advertised in this newsletter, please drop off a flyer & or a business cards at the office. Cost: flyer \$30.00 per month or a business card is \$10.00 per month.

Upcoming Chamber Events

May 13	Board of Director's Strategic Planning Meeting, Chamber Conference Room, 6 – 9 pm
May 20	Main Street Framing, LLC After Hours Event and Open House 6–8 pm (Free)
May 20	Chamber Board Meeting,, 7:30
June 9	Networking Luncheon, Herb Cottage, 12 Noon-1:00

The Blackstone Chamber proudly welcomes three new members:

Mid-Atlantic Broadband Cooperative

Attn: Gray Ramsey, General Manager

1100 Confroy Drive

South Boston, Va. 24592

Telephone: 434-570-1307

Email: gray@mbc-va.com

www.mbc-va.com

Magnolia Place

701 Church St.

Attn: LaShawn Ramirez

Blackstone, Va. 23824

Telephone: 434-292-5989

Email: magnolia@hrehllc.com

Website: humphreymanagement.com

C-Line Graphics, Inc,

Attn: Caroline Watkins

4446 Christanna Highway

P.O. Box 7

Valentines, Va. 23887

Telephone: 434-577-9289

FAX: 434-577-2084

Email: c-linegraphics@telpagenet



WHAT CAN JTEC DO FOR YOU AND YOUR BUSINESS?

JTEC Consulting Solutions, Inc.
Telephone: 804-272-8246
Email: jackiejones7@verizon.net
Website: jtec-solutions.com



JTEC Consulting Solutions, Inc.
Website Design
Computer Training
Virtual Assistant
Jackie H. Jones, MCIWD
804-272-8246
jackiejones7@verizon.net
<http://jtec-solutions.com>

JTEC creates and maintains web sites. We do special projects for your business and we are a computer training company. We are based in Richmond, Virginia, serving individuals or supporting businesses throughout the United States. JTEC is a certified small and woman owned business (SWaM), registered with Dun & Bradstreet, networked with eVA, a member of the Powhatan Chamber, Blackstone Chamber, and affiliated with the Better Business Bureau. Please call us for your company's needs. Ask for Jackie Jones!

Website Design From Scratch	Brochures
Website Revamping	Visio Projects (Flow Charts)
Virtual Assistance	PowerPoint Presentations
Computer Training Onsite	Image Work
Newsletters	Consulting (Computer Needs)



Blackstone Chamber of Commerce
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Blackstone, Virginia 23824

Presorted Standard Bulk Mail
U.S. Postage Paid
Permit # 12
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