



“x” Marks the Spot Where All Roads Lead to Deer Creek. Travel the road to **Building & Managing Effective Teams** with a **Refreshing New Insight on Leadership**. Then turn left for the road to **Networking** on topics relevant to your chamber’s growth, and arrive at **Fellowship Lane** where you will **“Get in Rhythm!”** & **“Catch the Beat!”** to expand your peer support network.

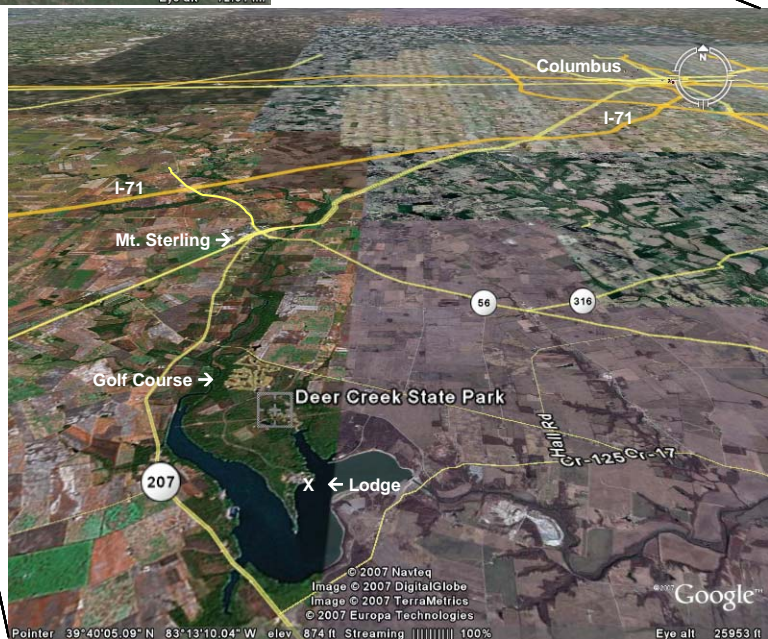
Find Your Way to the CCEO Summer Conference & Networking Retreat
July 12 & 13, 2007 at Deer Creek Resort & Conference Center.

See the last two pages of this issue for updated conference details & Registration Form.



Deadline #1 – Monday, June 11 for assured lodging at Deer Creek and to save more than 20% on your room rate at the special CCEO rate of \$101.00 + tax for single, or \$50.50 + tax per person if shared. (See special number to call & our Group Code on the revised registration form.)

Deadline #2 – Friday, June 29 is the absolute deadline for your conference registration to arrive at the CCEO office. You can increase your professional eminence & esteem greatly by submitting your registration early. Even better, you will be appreciated even more by initially sending in your registration by fax.



(Summer Conference & Networking Retreat, continued)

The Keynote Presentation will be made by **Steven L. Anderson, Ph.D., MBA**, of Integrated Leadership Systems (ILS). Steve is a professional speaker, business consultant and executive coach for clients such as Honda of America, Nationwide, Worthington Industries & The Andersons. He has also authored two books- *The Call to Authenticity* and *Embracing Rebellion*.



Steve's interactive and uplifting session will give us some new & refreshing insights on leadership and building & managing effective staff and board teams. Here are a few interesting facts Steve shared with me in a conversation we had earlier this month, based on a recent poll done by Stephen R. Covey of 23,000 U.S. residents, all of whom have key functions in major industries:

- Only 37% said they have a clear understanding of what their organization is trying to achieve and why.
- Only 1 in 5 was enthusiastic about their team's and organization's goals.
- Only 15% felt that their organization fully enables them to execute key goals.
- Only 1 in 5 said they have a clear "line of sight" between their tasks and their team's and organization's goals.

Question: *"How would your staff team, board of directors, team leaders and key member-investors/customers stack up in a similar poll?"*

Steve's session will tie right in with our conference theme of *"Get in Rhythm! Catch the Beat!"* as it relates to your **Professional Development** and **Chamber Growth**.

The 12-course menu of "Best Practices" Small Group Discussions, and the two Topics of Professional Relevance (see registration form), moderated by experienced chamber colleagues, will provide you with the perfect opportunity to (1) discover new solutions to common issues we all wrestle with, and (2) share your successes and ideas with others in your group. A key component of this conference is for you to bring copies & samples related to the discussion topics that you'd like to share with others in your discussion groups. We will also have a designated "Resource Table", so bring some extra copies & business cards to put on this table.

The Friday morning breakfast, hosted by the Ohio Chamber, will feature **Linda Woggon, VP, Governmental Affairs**, who will share with us an exciting new initiative called **"Chamber Action Alliance"** that will give you and your business community an important new tool to enhance Ohio's business climate.

Our fine Sponsors & Vendors will be on hand to give you and them a unique opportunity to get into the 'nitty gritty' on how their products and services can directly benefit your chamber and business community in a relaxed setting.

Whether you're a first-timer or not, **Great Fellowship** will help you develop and expand your peer support network, an invaluable resource with practical value after you return back home.

So, what are you waiting for? What's holding you back?

Get yourself registered – include one or more of your staff – bring a few of your key board leaders! You'll be glad you did!

Complete and fax your registration form to the CCEO office today at 614.228.6403, then mail your hard copy with payment to arrive at the CCEO office before June 29, 2007.

Some will also bring their families or significant others to enjoy the many amenities that Deer Creek Resort & Conference Center has to offer while you're in session.

Coming soon!

BRAND NEW CCEO WEBSITE

With many years of great support by the Ohio Chamber of Commerce, we have had a website "off of theirs", sort of. It has served us well, but not without some limitations. In the very near future we will roll out our very own website with a new distinctive look, many enhancements and expanded resources that will serve your needs in ways we've not been able to do in the past.

What is it? How does it work?
CCEO SCHOLARSHIP FUND

For many, many years the CCEO Board and members have recognized the need to provide financial assistance to those that are new to the chamber industry and/or work at chambers that have not yet planned for professional growth & continuing education in their budgets.

Also for many years, we have tried to meet these needs for financial assistance by designating thousands of dollars annually from our general budget to supplement the funds raised at the Winter Conference silent and live auctions, along with voluntary contributions from our members, like those listed in the column to the right.

However, as we need to cover our own operating expenses related to expanded services and projects of recent years and into the future, the Board last year decided that we can no longer justify subsidizing the scholarship fund from general revenues, and that future scholarships will be limited to the amount available in the fund at any given point in time. The current fund balance is \$1,275.00.

At the Friday morning session of the Summer Conference, **“Taking Your Professional Development to the Next Level”**, we will get into when and how you can apply for scholarships for upcoming CCEO events, the U.S. Chamber’s “Institute of Organization Management”, etc.

In the meantime, you can familiarize yourself a bit more on this topic by accessing the current scholarship application on our current website at www.ohiochamber.com/CCEO1

CONTRIBUTORS TO 2007 SCHOLARSHIP FUND

The CCEO Board encourages you to add a voluntary contribution of any amount for our scholarship fund when you renew your membership, or at any time for that matter. We thank the following members whose support will strengthen and perpetuate continuing education and training for up-and-coming CCEO peers committed to our profession:

Marla Akridge	Ashland Area
Roger Blackburn	Fayette County
Chuck Cochran	Troy Area
Dan Colantone	Greater Akron
Andy Doehrel	Ohio Chamber
Cathy Dunlap	North Canton Area
Tom Fellrath	Partners for Workforce Solutions (IN)
Randy Heath	Jackson Area
Jan Hills	Reynoldsburg Area
Cheri Hottinger	Licking County
Charlotte Keim	Marietta Area
Sandy Latchem	Perrysburg Area
Eileen Leuby	New Albany Area
Debra Lynn-Schmitz	Greater Medina Area
Nikki Matala	Willoughby Area
Lorie Neal	Gallia County
M.J. Neel	Resides in Broadview Hts.
Kevin Nestor	Mansfield-Richland Area
Jodie Perry	Van Wert Area
Doug Peters	Greater Findlay, Inc.
Marie Pucak	Mentor Area
Linda Reed	Painesville Area
Elaine Skoog	Bowling Green
Janet Tressler-Davis	Westerville Area
Ed Wallace	Logan County Area

Get Inspired, Get Invigorated.. Get In to Institute!

The U.S. Chamber’s Institute for Organization Management (Institute) kicked-off 2007 in Tucson, Arizona with a record-breaking 240 association and chamber executives enrolled in the January 3-7 program. Each year hundreds of like-minded professionals look to Institute as an important step in advancing their careers. Thanks to enthusiastic graduates, advisors, and board members, word is quickly spreading about the valuable insights Institute offers those who *Get In*.

“Institute was one of my greatest career decisions,” John Harris, IOM, President, Northeast Cincinnati Chamber of Commerce

Institute is a four-year advanced education program for nonprofit professionals. Participants attend one of five sites across the country each year for a week of intensive course work, stimulating idea generation, best practice discussion, and the industry’s best peer-to-peer networking. Most participants return to the same site each year building a valuable network of industry professionals offering year-round support to one another.

“Classes were eye-opening,” reported Harris. “I brought back fresh ideas from my peers and great networks of advisors were established. Topics of commissioned sales, budgeting, financial reporting, sponsorships, board management and motivation, situational human resources and the basics of chamber management.”

Upon completion of the program, graduates receive the IOM designation. In 2007, the program’s curriculum was modified to align with the CCE certification requirements to better prepare chamber executives for the challenging exam.

As a result of Institute’s success, this March saw the launch of Invested Leaders Institute at the Adolphus hotel in Dallas, Texas. Designed for executives who have achieved their IOM recognition, CAE or CCE certifications, the executive-level three-day course delivered advanced programming, dynamic breakouts, and plenty of time to reconnect with colleagues from across the country.

Additional 2007 Institute sites include Madison, WI; Athens, GA; Los Angeles, CA; and Villanova, PA. To learn more, visit the U.S. Chamber’s Web site at www.uschamber.com/institute or call 202-463-5570.

Innovative Programs & Services
“SURPRISE PATROL”

Every month the Goshen (IN) Chamber’s “Surprise Patrol”, consisting of Chamber staff and Ambassadors, randomly select three member-investors to surprise as a way of thanking them for their support and involvement with the Chamber and their contributions to the community.

Explains the chamber’s president (& CCEO member) David Daugherty: “We put the names of all of our members in a barrel and draw the names the morning of our visits. We arrive unannounced at their place of business with a few Ambassadors and our staff photographer, balloons and gifts from other members! It’s a complete surprise. The smiles are huge! The reaction is great! We note that we just want to thank them for supporting the Chamber! It is worth the time and energy!!!” The photo and caption goes in the camber’s monthly printed newsletter and is also available on-line in full color at www.goshen.org.

David Daugherty, President, ddaugherty@goshen.org, www.goshen.org

If you have an innovative program or service to share with your fellow CCEO members in a future issue of E-briefs, e-mail a description similar to the one above to bwiberg.cceo@ohiochamber.com.

MEMBER NEWS & UPDATES

New Chamber

Queensgate ... Tom Besanceney, President/CEO ... Formed Feb. 2, 2007

Recent Appointment

Jessica Forsythe, Executive Director, Euclid Chamber

New Members (Feb. 7-May 22, 2007)

We welcome our newest members and trust that your investment in the CCEO will be returned many times over. We look forward to your active involvement and serving your needs.

Dave Schroedel		Executive Director	Broadview Heights	bhcc@broadviewhts.org	(440) 838-4510
Steve Katz	IOM	Sr. V.P.	Canton Regional	katzcrcc@cantonchamber.org	(330) 456-7253
Mike Dove		Vice President	Compensation Consultant, Inc.	mike.dove@ccitpa.com	(614) 526-7108
Theresa Passwaters		Account Executive	Compensation Consultant, Inc.	theresa.passwaters@ccitpa.com	(614) 526-7248
Jessica Forsythe	-	Executive Director	Euclid	euclidcofc@aol.com	(216) 731-9322
Becky Whittington		Office Administrator	Gahanna Area	becky@gahannaareachamber.com	(614) 471-0451
Mary Hart		Executive Director	Grandview/Marble Cliff Area	info@grandviewchamber.org	614.486.0196
Angie Pohlman		Executive Director	Heights-Hillcrest Regional	angie@hrcc.org	(216) 397-7322
Gary Folden		President	Jefferson County	president@jeffersoncountychamber.com	(740) 282-6226
Debra Schaner		Office Manager	Union County	dschaner@unioncounty.org	(937) 642-6279

Reinvesting Members (Feb. 7-May 22, 2007)

We thank the following members for their renewed investment in the CCEO. We value and appreciate your continued involvement and support.

Lee Luff	IOM, CCEO-AP3, CCE, CAE	President	Anderson Area (SC)	lluff@andersonscchamber.com	(864) 226-3454
Elaine Skoog		Executive Director	Bowling Green	elaineskoog@bgchamber.net	(419) 353-7945
Tom Craft		Board Pres. (vol.)	Broadview Heights	bhcc@broadviewhts.org	(440) 838-4510
Denny Saunier	IOM	President & CEO	Canton Regional	dennys@cantonchamber.org	(330) 456-7253
Charlie Joseph		President/CEO	Delaware Area	cjoseph@delawareohiochamber.com	(740) 369-6221
Leslee Blake		President	Gahanna Area	leslee@gahannaareachamber.com	(614) 471-0451
Lorie Neal		Executive Director	Gallia County	lneal@galliacy.org	(740) 446-0596
Mary Bibee		Executive Director	Granville Area	gacc@alltel.net	(740) 587-4490
Ty Marsh		President & CEO	Greater Columbus	ty_marshall@columbus.org	(614) 225-6917
Carolyn Konefal		Executive Director	Hudson Area	ckonefal@hudsoncoc.org	(330) 650.0621
Randy Heath		Executive Director	Jackson Area	rheath@zoomnet.net	(740) 286-2722
Christa Kozy		President	Lake Township	president@lakechamber.com	330-877-5500
Sara Arseneau		Executive Director	Lebanon Area	lcc@go-concepts.com	(513) 932-1100
Teri Silone		Executive Assistant	Lima/Allen County	tsilone@limachamber.com	(419) 222-6045
Vicky Hawke		Executive Director	NOACC	director@noacc.org	216.447.9900
Cathy Hutton		CEO	Northmont Area	cathy.hutton@northmont-area-coc.org	(937) 836-2550
Mary Jo Bockrath		Executive Director/President	Ottawa Area	ottawachamber@earthlink.net	(419) 523-3141
Pat Pell		Executive Officer	Parma Area	pat@parmaareachamber.org	440-886-1700
Thom Lisk	BA, LHD, CSE	CEO/President	Professional Speakers Bureau International	speak@terrificspeakers.com	614.841.1776
M.J. Neel	CCEO-AP, IOM	Retired	Retired	gourmet.mj@hotmail.com	440-746-0346
Susan Brobst		Executive Director	SE Franklin County	ChamberSEFC@aol.com	614.836-5656
Steve Petti		President/CEO	Tri-City	steve@tricitychamber.com	(216) 514.1835
Teri Edwards		Executive Director	Twin City	twincitychamber@sbcglobal.net	(740) 922-5623
Eric Phillips		CEO	Union County	ephillips@unioncounty.org	(937) 642-6279
Dan Graf		Executive Director	Wapakoneta Area	wapcofc@bright.net	(419) 738-2911
Mike Lezak		Executive Director	Wooster Area	mlezak@neobright.net	(330) 262-5735

PRODUCTS & SERVICES

Looking for new products and services to enhance your chamber's operation, generate additional revenue, or provide new benefits for your member-investors? We encourage you to explore the possibilities first with the following CCEO Business Members.

Consulting

Chamber Consults, Inc.		David Vollette, President	dvollette@woh.rr.com	937.773.6692
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Membership Database Software

ChamberMaster	www.chambermaster.com	Doug Hennum, President Ward Thompson, Sales Mgr.	doug@chambermaster.com ward@chambermaster.com	866.847.4592
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Office Supplies, Furniture, Design, and Promotional Products.

Office Depot	www.officedepot.com/bsd	John Durant, Dist. Sales Mgr.	john.durant@officedepot.com	614.442.2226
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Printed & Electronic Directories, Community Profiles, Maps & more.

Hampton Publishing	www.hamptonpublish.com	Mike McNeil, President	mcmaps@cinci.rr.com	800. 837-1444
Journal Communications	www.jnlcom.com	Ray Langen, Exec. VP	rlangen@jnlcom.com	800.333.8842 x 255
NovoPrint USA	www.novoprint.com	Tommy Thompson, VP Bus. Dev., OH Linda Shapona, IOM Consultant	Tommythompson1@msn.com novoprintlinda@cox.net	937.475.4597 734-812-6522
Village Profile.com, Inc.	www.villageprofile.com	Gayle Bohman, Ohio Manager	broadcast49@comcast.net	866.496.3294

Speakers

Professional Speakers Bureau International	www.terrificspeakers.com	Thom Lisk, CEO/President	speak@terrificspeakers.com	800.705.0079
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Website Services

ChamberExpress	www.chamberexpress.com	Joanne Taylor, President	joanne.taylor@chamberexpress.com	877.935.0300
WebLink International	www.weblinkinternational.com	Steve Benner, Sales & Marketing Dir.	steve@weblinkinternational.com	877.231.4970

Workers Compensation Group Programs

Compensation Consultants (CCI)	www.cciworkerscomp.com	Mike Dove, V.P. & Theresa Passwaters, Acct. Exec.	mike.dove@ccitpa.com theresa.passwaters@ccitpa.com	800.837.3200x7108 (800) 837-3200
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“Outstanding leaders go out of their way to boost the self-esteem of their personnel. If people believe in themselves, it’s amazing what they can accomplish.”

-Samuel (Moore) Walton

(Note: See next two pages for Summer Conference information & registration form.)



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