



CHAMBER of COMMERCE

15435 NE Main St, Ste 105
425-788-9182 Office
425-788-8384 Cell

February 2008

Leave the
mall,
SHOP
DUVALL!

Newsleak

February

General
Membership
Breakfast Meeting

Thursday, Feb 7th
at the Duvall Fire Station
Networking begins at
7:15 a.m.

Speakers:

Donna Beilstein

Washington Central
Regional Advisor for
WA State Future Business
Leaders of America
& FBLA president,

Tanner Haistings

Door Prizes Donated
by

Balanced Steps, LLC
and
The Woodinville Weekly

Business Education

Thursday, Feb 7th
at the Duvall Fire Station
Begins immediately after the
Membership meeting

Ken Davidson, an Attorney for
Davidson, Czeisler & Kilpatrick,
in Kirkland, will speak about
forming a limited liability com-
pany (LLC), and important tax
information for small businesses.

Chamber Mixer

Tuesday, Feb. 12th
5:00 - 7:00 pm

Hosted by

The City of Duvall
15535 Main St NE
425-788-1185

\$10.00 donation

Business Spotlight - Maura Van Ness

Maura Van Ness, massage practi-
tioner at Duvall Therapeutic Mas-
sage, started her career in 1993 on
the Big island of Hawaii after
growing organic produce on a
commercial scale.

Growing acres of tomatoes and
cucumbers at a Farmer's Co-op,
one day she was given a massage
that changed her life. It occurred
to her that human bodies, likened
to land, had similar strata and
densities to consider and each was
a unique parcel of contour, texture,
weight and size. She enrolled first
into the Hawaiian School of Lomi

Lomi and then into the Hawaiian
Island School of Body Therapies. In
the summer of 1994, Maura re-
ceived her massage license for the
state of Hawaii and in the following
year, her license for Washington.

After working at the Royal Waika-
loan Hotel, The King Kamahamaha
Hotel and, later in Seattle at the
Meadows Salon and the Salish
Lodge, she decided that treat-
ment work was her main interest
and for the past 12 years has been
providing massage therapy in Sno-
qualmie Valley for injuries and
post-surgical recovery as well as

relaxation.

She is now studying a variety of
warm water therapies and feels a
great enthusiasm for the benefits of
the healing properties of wa-
ter; enough so to have initiated an
interest group for an aquatic center
in Snoqualmie Valley.

Maura's office is currently at the
Duvall Healing Arts Center,
26405, NE Valley Street,
across from the post office. She can
be reached at 425-788-7100 or her
cell: 425-830-5777 or email her:
maura2001@earthlink.net

Business Spotlight - Quality Mortgage - Located in Carnation

The public news lately on mortgages
may have you fearing the worst, but
Rhys Evans, owner of Quality Mort-
gage, local resident and family man,
confidently assures us that the finance
industry is not drying up. However,
with many household name lenders
running into financial difficulty right
now, he emphasizes using someone
you can trust and depend on.

Rhys has been in the mortgage industry
for 16 years and opened up Quality
Mortgage in 1999. He is a member of
the Washington Association of Mort-
gage Brokers and a licensed Realtor.
What does that mean to you? It means
he can help you with all the aspects of
refinances, purchases, home equity,
commercial and investment properties.

Did you know that mortgage brokers do
nearly 70% of all the mortgage business
in the country? Rhys' business uses over
50 lenders, including well known big
banks and lesser known "niche" lenders.
Why use a loan officer that can only
offer one company's products, when
Rhys can custom fit the perfect loan to
fit your financing needs. There is no
need to go on-line and shop for mort-
gages, Rhys will do the shopping for
you! There are no extra middle man fees
vs. your local bank or credit union and
Rhys can usually save you more in the
long run with more competitive rates and
programs to offer. Rhys personally han-
dles the transaction from start to finish in
a streamlined process which allows less
processing time and reduction of fees
overall. There are no funds paid up

front, he gets paid only when the loan is
done. Also, Rhys is a successful inves-
tor himself; buying, selling and manag-
ing multiple houses over the last 12
years.

Since he is a licensed broker, Rhys
attends yearly education classes to keep
him current with all aspects of the mort-
gage and realty industries. His priority
and focus is on customer service and he
provides clients with his cell phone
number so that he is always available.
Give Quality Mortgage a call today!



www.QualityMortgageLoan.com

Business Spotlight - Carnation-Duvall Citizen Corp

The Difference Is Training By Gene Laughlin

1. The earthquake hits mid-morning.

Your customer looks at you and then
runs out of the store and is hurt by a
falling sign.

Or, your customer looks at you and
you say, "Let's get under the table.
There may be an aftershock." You
notice a sign comes down out front.

2. You see smoke coming from the
back of your building.

You run outside and look for help.
You look back and notice more smoke,
and then flames start to come out a

back window.

Or, you grab the fire extinguisher and
your assistant follows you. You touch
the door to the back which feels cool,
look inside, pull the extinguisher's pin,
aim it, squeeze the handle and sweep the
base of the fire. The fire goes out.

3. An employee falls down in front of
you.

You call 911 and explain what has hap-
pened to the operator.

Or, you bend over your colleague and
see that the person has stopped breath-
ing. You put your hand on their fore-
head and lift their chin with your other
hand. You notice that they are starting
to breathe again after you cleared their

airway. Then you call 911.

The difference is the training you get at
the Community Emergency Response
Team (CERT) class held by your local
Citizen Corps; the difference is the
practice drill you perform periodically;
the difference is you.

Call 425-788-8260 and sign up for
CERT now.

Your customers, employees and associ-
ates will thank you.



The Chamber President's Corner



Bill Falcon
Owner of Emerald Falcon
Marketing, Inc.
26405 NE Valley St., Ste F
Duvall, WA 98019
(888)364-5088
www.rivercurrentnews.com

I hope this message finds you all well. The holidays are behind us now and it is a new year full of hope and promise. It is my hope that the Duvall Chamber of Commerce will be able to assist in helping your business to thrive and grow this year.

I have talked much about creating a sustainable local economy by shopping and doing business locally first. I ran across an article that talks about creating a "Living Economy" which promotes this idea. The basic principle of a Living Economy is that it ensures that economic power resides

locally, sustaining healthy community life and natural life as well as long-term economic viability. When local businesses are practicing a Living Economy, among other things, they source products from businesses with similar values, with a preference for local procurement; offer customers personal service and useful safe, quality products; cooperate with other businesses in ways that balance their self-interest with their obligation to the community and future generations; and yield a "living return" to owners and inves-

tors. This really is the essence of building our local economy. Doing business locally first where it makes sense. By "sense" I mean, if the product or service meets your quality standards and the price is comparable.

So next time you are looking for a product or service and are not sure if it is offered locally, pick up your '08 Duvall Chamber of Commerce directory and see if we in fact do have it here in our area. You may be surprised to find that we do!



Sally Petty Agency
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The Tallboys Old-Time String Band & Barn Dance

Presented by The Duvall Cultural Commission



The Tallboys Old-Time String Band & Barn Dance

DUVALL, WA – Duvall's pioneer immigrants took time out from the rigorous work of logging and farming to enjoy the simple pleasures of homegrown music and community dances. On Saturday, March 1, the Duvall Cultural Commission revives that tradition when they present a special evening with The Tallboys Old-Time String Band. Cherry Valley Elementary School's multi-purpose room becomes a community gathering place for a family-friendly evening of music and dance.

The fun begins at 5:00 p.m. when Charmaine Slaven, a fiddler in The Tallboys band and an accomplished clogging dancer, teaches a free clogging workshop with live accompaniment by The Tallboys musicians. At 6:00 p.m., immediately following the workshop, Duvall's

own Budget Funeral Band welcomes the audience to the ticketed concert and dance. The Tallboys perform a concert set at 7:15 p.m. followed by a participatory square dance with caller Tony Mates giving dance instruction from 8:00 – 9:30 p.m.

Tickets for the concert and dance are \$5 per person or \$15 per family. Tickets are available at Duvall City Hall, Duvall Books, and Cherry Valley Veterinary Hospital or through the Cherry Valley PTA. The Duvall Cultural Commission will donate back \$1 of each single ticket and \$3 of each family ticket sold by Cherry Valley PTA to support their programs in the school.

Based in Seattle, Washington, The Tallboys are a four-piece old time string band well-versed in traditional fiddle tunes and mountain songs. They stay true to their traditional inspirations, yet charge up their sound with a raw edge of gritty enthusiasm conjured from their years of street performing. The Tallboys consistently deliver exciting stage performances and hard-driving dance tunes.

The Duvall Cultural Commission presents The Tallboys courtesy of Town Hall Seattle's "Zing Go the Strings" project that pairs Puget Sound arts presenting organizations with outstanding local folk and traditional performers. "Zing Go the Strings" is funded through a generous grant from The Boeing Company.

For more information, visit www.duvallwa.gov/DCC.html or call 425.788.2983.

January General Membership Meeting Guest Speaker

Hoan Do, from **Anthony Robbins Company**, was the Chamber's speaker for the January meeting. Anthony Robbins works with top performers in all aspects of life.

Pillars of top performers:

CLARITY—Crystal clear idea about outcome.

THE BEST TOOLS AND MENTORS—Choose a role model to follow.

INTEGRATION—Taking information from your head to your heart, and taking action.

Patterns become habits.

Hoan referred participants to a wheel of life diagram to take stock of where they are in their lives. Dimensions on the wheel included physical health, emotional state, relationships, finances, work/career, organization/time, fun/entertainment, and spiritual life/contribution.

Hoan asked members to think about how much money should they be making each and every month? How much have they been making for the last six months? The difference is the potential that they are missing? Why? What is the gap in their life? What has been holding them back?

Members mentioned factors such as too many commitments, not enough time in the day to do everything, lack of focus, procrastinating, ineffective use of time, lack of knowledge, lack of funds, the economy, letting go of old habits and ideas.

Fear of rejection, time, and other factors keep us from prospecting, and going out and meeting new people.

Tony Robbins says it is our belief system that keeps us from achieving full potential. The stories we tell ourselves determine our success or failure. Your life begins right outside of your comfort zone. Tony Robbins asks clients, "What can I do to serve you?"

Both parties in a relationship have to focus on giving, rather than taking, in order to find success. Service to others is a powerful tool. Share these patterns and habits with those most loved in one's life. Make a decision for lasting change: 1)awareness: leadership begins with honesty 2)immersion: remove all distractions 3)Daily integration: practice daily 4)accountability: take action 5)have fun!

Tony Robbins helps people create systems to change their habits. Make every day the best day. Hoan Do ended with some exercises to challenge members to make a decision about living life to its fullest.

February's Chamber Business Class

proudly presents Ken Davidson an Attorney for Davidson, Czeisler & Kilpatric, in Kirkland. He will speak about forming a limited liability company (LLC), and important tax information for small businesses.

Please don't miss this opportunity to ask all the important questions for your Businesses.

The Class will start right after the February General Meeting, February 7th at the Duvall Fire Station at 9:00 am. The Class will last 1 hour.

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PO. BOX 345. DUVALL, WA 98019

Schedule for Chamber Business Classes

Mark your calendar and participate in one of your most valuable member benefits.

January 31; 9:15-11:15AM Fire Station
Book discussion: Make It Stick lead by Kirk Davis. Free to all. Invite a non-member friends.

February 7; 9-10 AM Following the general meeting at the Fire Station
Attorney Ken Davidson will discuss legal issues (LLC)
A CPA will be there to answer questions about taxes.
Free to members. Non-members \$10.

March 31; 7:00 – 9:00 PM
Rose Room at Duvall Library
Book discussion: Robin Hood Marketing
lead by Sheila Schencke.
Free to all. Bring a co-worker!

April 3; 9:00-10:00AM
Following general meeting
Leah Stahlsmith will help us get organized with Freedom Filer.
Free to members. Non-members \$10

Congratulations to drawing winners Phyllis Maslin and Wendy Checcerelli.
They completed the education survey and each won an add in the Newsleak!

Voted 'Best in Client Satisfaction' by Seattle Magazine!



15602 Main Street NE, #120, Duvall, WA 98019
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www.CornerstoneOnMain.com

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Schedule of Events:

Thurs. Jan 31st - *Book Discussion*
9:15 -11:15 am @ Duvall Fire Station

Thurs. Feb 7th - *Chamber Meeting*
7:15 - 9:00 am @ Duvall Fire Station

Thurs. Feb 7th - *Chamber Business Class*
9:00 - 10:00 am @ Duvall Fire Station

Tues. Feb 12th - *Chamber Mixer* 5-7 pm @ City Hall 15535 Main St NE
425-788-1185

Thurs. Feb 14th - *Valentine's Day Shop & Dine Locally for your sweetie!*



Saturday March 1st - *The Tallboys Old-Time String Band & Barn Dance* 5-9:30 pm @ Cherry Valley Elementary Multi Purpose Room
See page 2 for more information.

2008 Duvall Chamber of Commerce Officers and Directors

- President - **Bill Falcon**, Emerald Falcon Marketing, Inc.
- Vice-President - **Peggy Kahler**, Countrywide Mortgage,
- Treasurer - **Rose Hollis**, Rose Hollis Bookkeeping
- Secretary - **Wendy Ceccherelli**, Homeland Investment Property, Inc.
- Past-President - **Danny Edwards**, Edward Jones Investments
- Director - **Diane Baker**, The Quilter's Garden
- Director - **Carolyn Butler**, Cascade Performing Arts Council
- Director - **Sandy DuVall**, DuVall's Dazzling Designs
- Director - **Julie Lemery**, Main Street Insurance
- Director - **Cecelia McCorkle**, The Healing Place
- Director - **Marcelina McGinnis**, Marcelina McGinnis-Coldwell Banker Bain
- Director - **Shaun McWhinney**, McWhinney Photography
- Director - **Chuck McWilliams**, Lake Washington Technical. College
- Director - **Bert Mills**, Wachovia Bank
- Director - **Marty Schencke**, Marty's Music

Duvall Cultural Commission

EVENT: The Tallboys Old-Time String Band & Barn Dance

Who: Duvall Cultural Commission

When: Saturday, March 1, 2008

What: Free clogging workshop 5:00-6:00 p.m.

Budget Funeral Band 6:00 – 7:00 p.m.

The Tall Boys concert 7:15 – 8:00 p.m.

Participatory square dance with The Tall Boys

and caller Tony Mates 8:00 – 9:30 p.m.

Where: Cherry Valley Elementary School Multi-Purpose Room
27601 NE Cherry Valley Rd., Duvall, WA 98019

How Much? \$5 person or \$15 per family

Information: 425.788.2983 or www.duvallwa.gov/DCC.html

See page 2 for complete story.

Chamber Testimonial

Marty's Music column always gets my attention, but this Christmas they brought music to our home. After talking with Marty and his wife, at Duvall Chamber meetings, I realized this was a great guy that I would be comfortable having in my home. Marty is a local piano tuner and I had a challenge for him! Our piano had not been tuned for years and my brother-in-law (a professional pianist) was coming to our home for the holidays. Marty was on time, spent the time needed and everyone enjoyed the sound from our beautifully tuned piano! I would recommend anyone with a piano to use Marty's Music for their piano repairs and tuning.

Tracy Lewis
The Linnerooth Team
RE/MAX Eastside Brokers

**COME JOIN US FOR
BREAKFAST!**

Next General Meeting:

Thursday February 7th

Networking starts at 7:15 a.m.

Meeting starts at 7:45 a.m.

Duvall Fire Station Meeting Room

Address: 15600 1st Ave, Duvall.

Catering provided by

Tressa's Bakery

\$5.00 per person

**Duvall Chamber
February Mixer**

**Tuesday, Feb. 12th
5:00 - 7:00 pm**

Hosted by

The City of Duvall

15535 Main St NE

425-788-1185

Please email your RSVP

www.info@duvallchamberofcommerce.com

P.O. Box 581, Duvall, WA 98019

**Leave the
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SHOP
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