



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

Newsleak

September 2008

Chamber Events

General Membership Breakfast Meeting

Thursday, September 4

Location:

DUVALL FIRE STATION

Networking begins at 7:15 am

Meeting starts at 7:45 am

Door Prizes Donated by:

Marcelina McGinnies, Coldwell
Banker Bain

Duvall Performing Arts

Business Education

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

Thursday, September 11
7:00-8:30 pm

Rose Room of Duvall Library

Presenter:

OvalEye Web Solutions
Project Management Team

Free to members.
Non-members \$10

Chamber Mixer

Tuesday, September 9
5 - 7 PM

Hosted by:

EF Print & Copy Center, Inc.
Ship-n-Shop
Houston Barclay, CPA CMA
The Yoga Garden

26401 NE Richardson St
Duvall, WA 98019

\$10 per person

Business Spotlights

Main Clothing Company

Women's Clothing Store of Monroe Joins Duvall Chamber

The Main Clothing Company conveniently located in Monroe at 202 West Main Street offers the community a lot of options for those shopping for women's clothing. The atmosphere is warm and inviting, a friendly greeting is offered as one enters. First name interchanges between owner Paula Fortier and the customers are a common occurrence. Paula and her assistants are service oriented, here the customer is Number One. Perhaps that's one of the many reasons The Main Clothing Company received the Outstanding Customer Service Award for 2007

from the Monroe Chamber of Commerce. Paula uses her years of retail buying and selling experience to offer a wide array of brands and styles. Brands include Tribal, Suce Soir, Kersh, Jag, Worn just to name a few. Organic products such as bamboo, cotton and soy are offered. Close attention is given to textures, also how the fabric drapes and feels. Anyone from young adult to the Come in and enjoy a delightful shopping experience.

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Wilderness Awareness School

Wilderness Awareness School

Celebrating 25 years of having a lot of serious fun...

What is our secret to success in working with youth and adults in nature for the last 25 years? Our hero's name (and our own) is MUD. While at times we do get seriously covered with said mud, it is simply shorthand for all the ways in which we can form strong connections to nature, ourselves and others through imaginative play in the outdoors. It is mostly spontaneous, unpredictable, and anywhere on the emotional spectrum from boring to belly-busting. It is staring into puddles, lakes and ponds for long stretches of time, noticing what emerges — or what doesn't. It's finding something that is a call to adventure — following a set of tracks; a live animal; a foul smell that seems out of place. It's building forts that will never have a chance of keeping us warm or dry — but that are mansions of imagination and home away from home. It's imitating bird sounds, animal movements, branching structures, and each other. It's the opposite of the *adult* world, and kids know and love it.

As adults, it's sometimes challenging to move into this space, and even harder when you are getting paid to do this with other people's kids, and *not* feel guilty about it. There seems to be a concern among new instructors that they will be found out to be playing and not actually imparting curricular knowledge in a way that can be conveniently and proudly regurgitated later — to the joy of family and friends — when taking a walk in the woods. Picture a group skipping rocks, and the instructor looking furtively around and peering into the distance to detect those who might catch them wasting time with their group of kids.

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Continued from page 1 - Main Clothing Company

senior citizen can find just the right outfit for everyday or for that special occasion. Accessories offered for that complete look, include handbags from Franco Sarto and Kenneth Cole, as well as jewelry, belts and scarves. Casual sports wear, professional light suits with a plethora of coordinating tops, as well as eye catching holiday evening wear are just some of the items which have been chosen for beautiful appearance, style and durability. Clothing sizes run from extra small to plus sizes.

As the first year of business is now past, the opportunity to expand to the space next door presented itself. With the doors now open into the new area, the selection of inventory has expanded as well. The selection in giftware has increased and more dressing room added. The Main Clothing Company will also be gradually expanding into various lines of footwear.

Paula feels it is important to support the local businesses; to apply this concept, hand designed jewelry, scarves, a wide range of scented soy candles, delightful magnets and more are available from local crafters.

Store hours are Monday through Saturday, 10 AM until 6 PM. An Expansion Celebration is on the calendar for Sept 20th, as well as Ladies Night Out in December, which is a fun evening to meet with friends, take advantage of special event pricing, door prizes as well as gift with purchase.

Continued from page 1 - Wilderness Awareness School

In our approach to working with our students, we feel that this quality of time is necessary as a basis for any other kind of learning happening. If we try and push too hard with something overly cerebral or instill intense focus for too long, this is the place that folks naturally go to in reaction. They lie on their backs and gaze at the clouds, they go barefoot in the grass, the mud, the water. They could easily be perceived as wasting time, though from having seen the results over time, it seems that this is actually a faster and more effective approach to learning and forming connections, than plowing ahead without regard for how much folks can actually take in at one sitting. It's the image of the Zen master filling a cup of tea for a guest, and then continuing to pour while the cup overflows onto the ground, to point out that their student's cup (mind) is too full, and needs some emptying first before anything else can be absorbed.

— John Chilkotowsky, Program Director, Wilderness Awareness School

Wilderness Awareness School is a national not-for-profit environmental education organization established in 1983 and based in Duvall, Washington. We are dedicated to caring for the earth and our children by fostering understanding and appreciation of nature, community and self.

Our dynamic wilderness education courses combine ancient and modern ecological wisdom, and empower people of all ages to become stewards, mentors and leaders. Over the past two decades, Wilderness Awareness School has grown from a small group of visionary individuals to a leading national organization impacting the course of nature education, and inspiring many schools and individuals across the country and the world to share our teachings and curriculum.

Door Prize: Kamana One: Exploring Natural Mystery is our best selling home study course. Thousands have improved their awareness skills and knowledge of nature. Kamana One is the beginning of our *Kamana Naturalist Training Program*--a four-level independent study program that covers the naturalist background needed to engage in the wilderness arts, including wildlife tracking, bird language, survival and native living skills, traditional herbalism, and naturalist mentoring.

Thank you for a Well Attended Mixer

On August 12, Diane Baker (owner of The Quilter's Garden), Rachel Blockhus (owner and Artistic Director of Duvall Performing Arts) and Kaela Domenico (owner of Serendipity Photography) hosted a well attended Chamber Mixer at their business building. In Duvall Enjoying wine, Mexican appetizers, and an array of chocolates, guests mingled, and made business and social connections. As a special treat Melinda Sandlin, who performed as Glinda in Duvall Performing Arts' Spring performance of *Somewhere Over the Rainbow*, showed one of her dances to the guests.

Our next mixer is scheduled for September 9 at the EF Print and Copy Center, Inc., Ship-n-Shop, Houston Barclay - CPA CMA, and The Yoga Garden. Hope to see you there!

The Chamber President's Corner



Bill Falcon

Owner of
Emerald Falcon Marketing, Inc.
26401 NE Richardson Street
Suite 101
Duvall, WA 98019
(888)364-5088

I attended a leadership training kickoff recently and was asked by one of the attendees, "What does your company do?" I responded with an almost rambling answer and then realized that I hadn't really done a very good job of explaining what we do. I then remembered something I had learned of in past sales training classes, the "30-second commercial". I had developed them before for companies I had worked for, but hadn't yet for my own company.

So, as with most everything else I want to learn more about, I googled it. What I found out is that the 30-second commercial should answer the questions; Who are you?, Who is your company?, What does your company do?, How can you help?, Why your prospect should act now?

You should be able to do all of this within 15-30 seconds. The intent of the 30-second commercial is to **GRAB** the attention of your prospect at a networking event. If you can do this, you've opened the door to begin asking qualifying questions. Within seconds, selling your business gets easier. With the right 30 second commercial you no longer have to find a way to introduce your business, it just comes naturally.

I am now going to sit down and write out my 30 second commercial. I think it is important for all business owners and employees to do the same so that they can seize the opportunity to turn a prospect into a client when the opportunity arises.

Free Business Resources

The City of Duvall's web site recently added a page listing business resource links. The organizations linked may be able to provide free services to your business. Please check out the page! New links or feedback on existing links are also welcome! The address is:

http://www.duvallwa.gov/departments/economic_development/business_information.html.

Doreen Booth
Economic Development Director
City of Duvall
425-844-3085
doreen.booth@duvallwa.gov

Blogger, and Biznik, and Twitter, OH MY!

A class on social networking. Taught by OvalEye Web Solutions Project Management Team. Learn to blog, network, and share. All in one simplified lesson.

Thursday, September 11th from 7-8:30 pm at the Rose Room of Duvall Library

Toto, I have a feeling we're not in Kansas anymore.

If words like Blogger, Biznik, and Twitter are foreign to you, or maybe you have heard of them, but lack the initiative or time to dive into using them, this is the class for you! There are so many free and almost free tools online for small business owners today to use to promote their business. 73% of adults are online now- are you reaching your market?

I'll get you my pretty... and your little dog too!

By the end of the class you will be a believer in using online tools to further your business goals. You will leave knowing more about how to blog and network socially online. All attendees of this event will be given a FREE 60 day trial of Constant Contact for their participation. Email Marketing by Constant Contact is the easy, effective, and highly affordable way to get your message out while building strong, successful, and lasting relationships.

2008 Duvall Chamber of Commerce

OFFICERS

President

Bill Falcon

Emerald Falcon Marketing
1.888.364.5088

Vice-President

Peggy Kahler

Countrywide Mortgage
425.844.6080

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425.354.3371

Secretary

Bert Mills

Wachovia Bank
425.828.1302

DIRECTORS

Diane Baker

The Quilter's Garden
425.844.1621

Carolyn Butler

Cascade Performing Arts Council
425.788.2983

Sandy DuVall

DuVall's Dazzling Designs
425.788.9824

Cecelia McCorkle

The Healing Place
425.788.7168

Marcelina McGinnis

Marcelina McGinnis-Coldwell Banker Bain
206.817.4710

Shaun McWhinney

McWhinney Photography
206.755.7127

PAST-PRESIDENT

Danny Edwards

Edward Jones Investments
425.844.9769

CHAMBER OFFICE HOURS

Starting September 2, 2008

Monday	8:30 - 2:00*
Tuesday	8:30 - 2:00*
Wednesday	8:30 - 2:00*
Thursday	8:30 - 2:00*
Friday	8:30 - 2:00*

*Sometimes we are out to visit businesses. Please call prior to your visit to make sure we are in.

Chamber Directory Update

Please expect to be contacted very soon with your business information for the 2009/2010 Chamber Directory.

At that time, you will be able to purchase advertising space in our directories as well. Advertising fees are very competitive and the same as last year's.

All member businesses will automatically be contacted by our Chamber staff. If you have any questions, please call 425.788.9122.

September 13
6:30 - 7:30 PM

"Gerda's Journey"

A site-specific adaptation of Hans Christian Andersen's
"The Snow Queen"

Free admission

Presented by: Cascade Performing Arts Council with
support from 4Culture and Duvall Cultural Commission

Location: McCormick Park in Duvall

Tuesday, September 9, 2008
5 to 7 PM

Duvall Chamber of Commerce Mixer



Hosts:

EF Print and Copy Center, Inc.

Ship-n-Shop

Houston Barclay, CPA CMA

The Yoga Garden



\$10 per person
please pay at the door

RSVP: info@DuvallChamberOfCommerce.com

P.O. Box 581, Duvall, WA 98019



Skip the mall,
SHOP
DUVALL!