

Lunch & Learn Series

09-10

Schedule



The Lunch & Learn Series is designed to offer professional counsel on a variety of topics of interest to small businesses. Sessions feature local business experts who are available to offer tips, professional guidance and answer questions.

All sessions are held at the Chamber, 129 S. High St., in Historic Dublin from 11:30 a.m. to 1:30 p.m. Registration is only \$20 per person for Chamber members, \$35 for non-members, and includes lunch. Registration must be received two days prior to the event. To RSVP, please complete the registration form below or visit www.dublinchamber.org.

Special thanks to the presenting speakers for volunteering their time to assist our business community.

2010 Lunch & Learn Series Schedule

March 18, 2010—The Unbeatable Brand

Presented by Dr. Doug Ross, Program Chair, M.S., Franklin University

This interactive presentation focuses on branding at the individual level, focusing on how internal product/ service awareness will allow everyone in an organization to understand the differentiation factors of the brand. You will also learn how to take advantage of opportunities to increase your company's brand presence.

April 15, 2010—Selling Across Generations

Presented by Jeff Spain, Center for Workforce Development—Columbus State Community College

Do you want to better understand the motivations and buying styles of today's customer? If so, join Jeff as he reviews ways in which each generation likes to operate, gather product information and be treated during the sales process. This session is sure to provide insights that may help you close the deal across the generations.

May 20, 2010—Customer Retention: Tales From the Field

Presented by Ray Waite of Franklin University Speaker's Bureau

Do you know who your customers are, what they want, and what will drive them to recommend you or your service? Ray Waite will speak from his experience in the software industry about managing your most valuable assets—your existing customers.

June 17, 2010—Simple Steps to Design Your Own Custom Jewelry

Presented by Cathie Reichert of 1 Stop Bead Shop

You will learn to design your very own jewelry at this special Lunch & Learn presentation. The session will cover beginning beading techniques including crimping & finishing, and the proper use of tools. You will leave with a custom-designed bracelet and pair of earrings.

Lunch & Learn Series Registration Form

I would like to register for the following seminars:

- March 18 # RSVPs _____ The Unbeatable Brand *Presented by Dr. Doug Ross, Program Chair, M.S., Franklin University*
- April 15 # RSVPs _____ Selling Across Generations *Presented by Jeff Spain, Center for Workforce Development—Columbus State Community College*
- May 20 # RSVPs _____ Customer Retention: Tales From the Field *Presented by Ray Waite of Franklin University Speaker's Bureau*
- June 17 # RSVPs _____ Simple Steps to Design Your Own Custom Jewelry *Presented by Cathie Reichert of 1 Stop Bead Shop*

Name _____ Business _____

Credit Card Billing Address _____ City/State/Zip _____

Phone _____ E-mail _____

Registration per session: \$20 for members, \$35 for non-members* **No Refunds.*

Payment: Check Visa MasterCard **Total Enclosed:** _____

Credit Card No. _____ Exp. Date _____

Name on Card _____ Signature _____

Return completed registration form and payment to Dublin Chamber of Commerce, 129 S. High St., Dublin, OH 43017 or fax to 614-889-2888.