

Wednesdays with Warrenton Area Chamber of Commerce

March 24, 2021

"The best time to plant a tree was 20 years ago. The second best time is now."

UPCOMING CHAMBER EVENTS

Tuesday, March 30th
Friday, April 2nd

Noon
Noon

Golf Tournament Committee—Robyn's Nest Cafe
Ribbon Cutting—Inner Peace Health Center

RIBBON CUTTING Inner Peace Health Center

April 2nd, Noon
112 South East Street, Warrenton

WELCOME NEW MEMBERS Country Financial

John Guenther
636-696-4060
www.facebook.com/countryJohnGuenther

JOIN US FOR OUR NEXT CHAMBER MEETING ON APRIL 13TH

We are very excited to share the news that our next Chamber meeting will be a presentation from Katheryn Hunt, CEO of GROW. It will be held at 11:45 am on April 13th at Deerfield's on Main located at 227 E. Main Street in Warrenton. We will also offer Zoom to those members who are unable to attend in person.

5 Secrets to Drive REAL Sales Growth

Your customers are constantly changing, they're learning and aging, and new generations are arriving. Technology too, is continually evolving. Consequently, what worked yesterday in your marketing and sales strategy won't necessarily still work today.

Continued business and sales growth requires a proactive approach. You must evolve with your market and technology; and take ACTION to GROW your sales!

Join Katheryn Hunt, the Founder & CEO of GROW, as she shares 5 marketing ACTIONS that will drive new sales growth in your business today.

Learn about:

- Marketing's #1 Secret to more sales (Social Proof!)
- How to increase your marketing ROI – Get more for your marketing dollar!
- The top tools you should be using to GROW your business.

Katheryn Hunt is a sales-'growing' enthusiast. As the CEO of GROW, she partners with small to medium businesses all over the United States to develop and deploy sales and marketing strategies that generate revenue. Katheryn has a diverse business-building background; and has surrounded herself with an elite marketing team who specialize in "Growing" businesses through effective marketing, value-based selling, and compelling marketing stories.

To Join Zoom Meeting

<https://us02web.zoom.us/j/81864947910?pwd=dzNNMmRhFFSUDlYUUtNN2FQUEM2Zz09>

Meeting ID: 818 6494 7910

Passcode: 919544

One tap mobile

+13126266799,,81864947910#,,, *919544# US (Chicago)

Find your local number: <https://us02web.zoom.us/j/ku4ghuVUF>

To register/RSVP to this event, go to <https://www.warrentoncoc.com/events-1/general-membership-meeting-april-13-2021>.

FRIENDS OF THE CHAMBER

CertainTeed
www.certainteed.com

Amy Lombardo Insurance - Amy Lombardo
www.myuhcagent.com/Amy.lombardo

Warrenton Office Furniture - Patsy Barteau
www.warrentonofficefurniture.com

Town & County Garage, Inc.
www.townandcountygaraage.com

CALLING ALL BUSINESSES!

The Warrenton Area Chamber of Commerce is partnering with the Warren County R-III School District to prepare our students for their futures. We would like to offer any or all of the following to interested students and businesses:

Ongoing internship at a business

This internship would last a semester for two class periods Tuesday through Friday (approximately 10:30 am – 1:00 pm.).

The student would intern for a class grade and not for payment.

The business would work with the teacher/coordinator to create the necessary criteria for their ideal intern.

Students would be matched through an application process.

Students would have to provide their own transportation from the school to the business.

Real life business projects

This would entail students taking on necessary projects for a business in their classroom.

The business would submit their needs (i.e. website, marketing research, marketing materials, etc.) to the teacher/coordinator who would then assign the task to the students.

The students would be graded based on their involvement in the assignment.

Opportunity to shadow a business for the day

The business would assign a staff member to host a student for the day, showing them the various aspects of that business.

The teacher/coordinator would match the student and business based on their interests.

If you are a business that is interested in any of these program offerings, please contact Jan Olearnick at warrentoncoc@socket.net or Dr. Gregg Klinginsmith at klinginsmithgt@warrencor3.k12.mo.us.

NEW RESIDENTS BAGS

If you have any products, flyers, coupons or brochures to share with our community's residents, please take them to the Warrenton License office located at 1000 Warrenton Shoppes, #12 (old outlet center).

Community Guide Now Online!

The online version of the 2021 Warrenton Area Chamber of Commerce Community Guide/Chamber Directory is available now! Go to <https://tinyurl.com/2x466bby> to see this publication. The booklets will be printed and available soon. A special thank you to all of those members who supported this publication by placing ads. We appreciate all of our members and ask you to Think Local, Be Local and Buy Local!

BUSINESS SPOTLIGHT OF THE MONTH

Brenda Turner—Berkshire Hathaway Home Services Select Properties



My name is Brenda Turner. I have lived in Warrenton since 1999. Raised my children and now an empty nester..I now am raising my two shepherds and 2 cats!!

I have been a realtor since 2012, and love the job. It is very rewarding to help clients find their dream homes. Warrenton is growing very fast and I hope to be a bigger part of this home town by selling more homes in the area. Call 636-235-2113!

MAY 12, 2021

**10:00 SHOTGUN
START**

**WARRENTON GOLF
COURSE
24805 S. HWY 47
WARRENTON, MO**

34TH ANNUAL WARRENTON AREA CHAMBER OF COMMERCE GOLF TOURNAMENT

3-Person Scramble

\$100 per golfer includes:

- 18 Holes of golf with cart
- Beverages (including beer)
- Hot lunch
- Dinner
- Mulligans (2 per team member)
- Team birdie on designated hole
- Excellent networking
- Great fun!

Awards

- Flights (plus bonus flight)
- \$3,000 Hole-In-One Prize awarded to first hole-in-one of the tournament on Hole #10 (sponsored by Scott Agency)
- Closest to the pin
- Longest putt
- 100% skins payout
- Not a good golfer? We've got a special flight for you!

Schedule

Registration	9:00 am
Shotgun Start	10:00 am
Lunch in the pavilion	11:00 am

For more information:

**Jan Olearnick - (636) 456-2530
warrentoncoc@socket.net**

You can also register online at www.warrentoncoc.com

**Proceeds benefit the ongoing efforts of the Warrenton Area
Chamber of Commerce**

Warrenton Area Chamber of Commerce
34th Annual Golf Tournament
Warrenton Golf Course, 24805 S. Hwy 47, Warrenton
Wednesday, May 12, 2021, 10:00 Shotgun Start
18 Holes 3-Person Scramble

TOURNAMENT ENTRIES

- ☐ **\$100 Entry Fee** (per golfer) Includes Team Mulligan & a free Birdie - (2 Mulligans per team member & team may use the Birdie on the designated hole)
- ☐ **\$30 Dinner Only**

Player 1 Name	Cell Phone	Email Address
Player 2 Name	Cell Phone	Email Address
Player 3 Name	Cell Phone	Email Address

SPONSORSHIP OPPORTUNITIES

- ☐ **\$350 Flight Sponsor** (Includes 2'x4' large sign displayed at tournament, food & beverages for two people, program mention & recognition at awards ceremony)
- ☐ **\$350 Beverage Cart Sponsor** (Includes signage on beverage cart to drive around tournament, food & beverages for two people, program mention & recognition at awards ceremony)
- ☐ **\$200 Super Hole Sponsor** (Includes larger signage and exclusive rights to set up a table with promotional giveaways at hole of your choice at tournament, food & beverages for two people, program mention & recognition at awards ceremony)
- ☐ **\$75 Hole Sponsor** (Includes signage on hole at tournament, program mention & recognition at awards ceremony)

SPONSOR INFORMATION

Business Name	Contact Name	Cell Phone

Please mail checks to: Warrenton Area Chamber of Commerce, P.O. Box 333, Warrenton, MO 63383
Or you can call Jan Olearnick, 636-456-2530 with your credit card number (no extra charge)
Email: warrentoncoc@socket.net or register online at www.warrentoncoc.com
Proceeds benefit the ongoing efforts of the Warrenton Area Chamber of Commerce

Credit Card ☐ Check ☐ Cash ☐



Credit Card #	<input type="text"/>	Security Code:	<input type="text"/>	Zip Code:	<input type="text"/>
Expiration Date:	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Name on Credit Card:	<input type="text"/>				
Signature:	<input type="text"/>				

MAKING AND IMPLEMENTING DECISIONS

For most of us, the lack of meaningful accomplishment is predicated upon the lack of understanding of how to facilitate educated decisions and the trap of falling into “Paralysis-of-Analysis”, which is considered by most business schools to be the greatest detriment to entrepreneurial and business success, and effectiveness today.

Although we live in a vibrant evolving world, the dynamics of understanding and taking control of the decision making process as a 360 life cycle that never ends, only re-loops endlessly, is an effective way to ensure sound decision making while maintaining the speed necessary in today’s business. The answer lies within a powerful four letter formula. Since this formula was designed, it has been embraced and used by IBM to significantly increase the effectiveness of their planning, analysis, and implementation processes. Pfizer Pharmaceuticals adopted the formula to increase teaming and sales effectiveness, and to resolve selling oriented conflicts. And industry leader CareerTrack Seminars, for more than a decade, used this formula as the foundation of their bestselling day-long business professional skills training seminar.

What is that four-letter formula? S.T.O.P. The S.T.O.P. Model allows you to facilitate a controlled and non-combative conversation through the four psychological steps of the decision making process. With this model, you can attack procrastination, paralysis-of-analysis, fear from impeding the decision process, and more importantly, impeding the execution or implementation actions of productivity today. The four steps to the model and decision process are:

- S - Stop and See what the Stimulant is to be addressed, what is the Situation or challenge to be addressed. Identify the WHAT factors to the conversation and decision issues. If everyone knows what we are here to talk about, then proceed with it.
- T - Target and Think through the reasons why the “S” is worthy of conversation and explore the reasons behind the it, making sure you and everyone else understand the reasons for the topic, need, issue, challenge. This is where the case for the “S” must be made and is where you gain the buy-in of others or not. While ample analysis and investigation are critical, you can logically move forward to the third step.
- O - Organize Options around how to address the “S”. Once an idea for addressing the “S” is developed, there is no assurance that it is the most viable if there are not other options to weigh against it. Use this step to generate multiple action plans. Spend the majority of time of the four letters in this stage, ensures greater final output, and provides for needed backup plans should your initial implementation plan implode. With this step accomplished, you will always have a backup plan. And great synergy may take place from the push forward to not just come up with one solution and proceed to the final step.
- P - Pick the most viable Option and Proceed. If there are implementation problems, the beauty of having completed all four steps is that you will always have a backup plan (step three). With implementation implemented with all appropriate personalities involved in all steps, now reapply the S.T.O.P. Model to ensure continued success. And always make the decision process a learning process for all subsequent decision making and implementation needs.

The S.T.O.P. Model is a simple yet explosive way to facilitate decision making and to build a re-evaluation loop into the four-step model to verify the implementation process to ensure your “P” is always real-time relevant.

~Jeff Magee

WARRENTON AREA CHAMBER MISSION STATEMENT

“To enhance the business climate and quality of life for the Warrenton area through programs that facilitate and stimulate economic and professional growth.”

EVENT DATES (see flyers)

February 19 - March 26
March 27
April 16
April 22

Fish Fry - Holy Rosary School
EGGstravaganza CARnival—Warrenton Aquatic Center
Boots & Bling—Turning Point
Mammography Van—Warren County Health Department



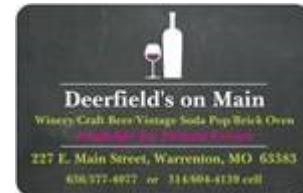
LAP LANE RESERVATIONS

New Year resolutions create a high demand for lap lane exercise. To best meet the needs of our patrons, we are introducing Lap Lane Reservations.

Lanes are available on a first come first serve basis. Reservations can only be made one day in advance. Before your desired exercise day, simply go online to make a reservation for an available time slot. You can also call ahead on the desired day to check for availabilities.

www.warrenton-mo.org
636-456-2288

*Exercise pool hours 6am-Noon are reserved for members only. During Rec Swim hours lanes are open for reservations to members, City residents, & their guests.



Deerfield's on Main Schedule of Events

March 26th – Music by Calvert & Williams
6:30pm – 10:00pm
March 27th – Music by Steve Jones 6:30pm – 10:00pm



HOLY ROSARY SCHOOL FISH FRY FUNDRAISER

Beginning: February 19, 2021
Last Fish Fry: March 26, 2021
Every Friday During Lent
(except Good Friday)
Serving Dinner: 4:00 pm - 7:00 pm

DRIVE THRU ONLY

NEW
TRY OUR FRIED FISH SANDWICH
\$5.00

MENU
\$10.00

- Hand Breaded Fried Fish
- Fried Shrimp
- Hush Puppies

CHECK OUT THE 2 DRIVE THRU LOCATIONS ON SITE

⇒⇒⇒ Thank you for supporting Holy Rosary School! ⇐⇐⇐

For more information call the school office: 636-456-3095 Ext. 2
Holy Rosary School - 716 E. Boonville Road - Warrenton, MO 63383
(2/10 of a mile east of Highway 47)



Warrenton Aquatic Center
RECREATIONAL SWIM TIME SLOTS OPEN TO ALL!

Being a member or City resident not required.

Visit the City website to reserve a time slot and review the guidelines. Pool capacity is limited to 20 guests. Reservations must be made at least 24 hours in advance. The pool will close early if there are no reservations.

WWW.WARRENTON-MO.ORG
751 Warrior Avenue, 63383
636-456-2288

3D
Mammography



Mammography makes a difference



St. Luke's Mobile Mammography Unit will be at
Warren County Health Dept.
101 Mockingbird Lane
Thursday, April 22nd
8 a.m. to 1:30 p.m.

Schedule your appointment by calling 314-205-6267.

This service provides screening mammograms for women 40 years of age and over. The fee will be billed to you or your insurance. We submit claims for you to participating insurance companies and Medicare. Women with no insurance may be eligible for free mammograms. No physician order required.

2/202

55 Broad Street, 21st Floor
New York, NY, 10004
USA

T: 212 206 0461
F: 646 873 6512
www.cineflixproductions.com



AMERICAN PICKERS to Film in Missouri

The American Pickers are excited to return to Missouri! They plan to film episodes of The History Channel hit television series throughout your area in May 2021.

We understand that with the proliferation of COVID-19, we are all facing very uncertain times. We at American Pickers are taking the pandemic very seriously and will be following all guidelines and protocols for safe filming as outlined by the state and CDC. While we plan to be in Missouri this May, we will continue to re-schedule if conditions change for the worse. Regardless, we are excited to continue to reach the many collectors in the area to discuss their years of picking!

AMERICAN PICKERS is a documentary series that explores the fascinating world of antique "picking" on The History Channel. The hit show follows skilled pickers in the business, as they hunt for America's most valuable antiques. They are always excited to find sizeable, unique collections and learn the interesting stories behind them. As they hit the back roads from coast to coast, the Pickers are on a mission to recycle and rescue forgotten relics. Along the way, they want to meet characters with remarkable and exceptional items. They hope to give historically significant objects a new lease on life, while learning a thing or two about America's past along the way. The Pickers have seen a lot of rusty gold over the years and are always looking to discover something they've never seen before. They are ready to find extraordinary items and hear fascinating tales about them.

The American Pickers TV Show is looking for leads and would love to explore your hidden treasure. If you or someone you know has a large, private collection or accumulation of antiques that the Pickers can spend the better part of the day looking through, send us your name, phone number, location and description of the collection with photos to:

americanpickers@cineflix.com or call 855-OLD-RUST.
facebook: @GotAPick



AMERICAN PICKERS is produced by Cineflix Productions for The History Channel. New episodes air Mondays at 8pm EST on History.



2021
April Schedule

Monday through Friday 8:00-8:45am Jeanette
\$48 members, \$96 residents, \$144 non-residents
*No Classes April 6-12

Monday & Wednesday 8:00-8:45am Jeanette
\$18 members, \$36 residents, \$54 non-residents
*No Classes April 7 & 12

Monday & Wednesday 9:00-9:45am Sherry

Monday & Wednesday 5:45-6:30pm Sherr
\$24 members, \$48 residents, \$72 non-residents

Tuesday & Thursday 8:00-8:45am Jeanette
\$21 members, \$42 residents, \$63 non-residents
*No Classes April 6 & 8

Tuesday & Friday 10:00-10:45am Linda
\$24 members, \$48 residents, \$72 non-residents
*No Classes April 6

Friday 8:00-8:45am Jeanette
\$12 members, \$24 residents, \$36 non-residents
*No Classes April 9



Register at the Aquatic Center • 751 Warrior Avenue

Boots 'n Bling
While distancing

April 16, 2021



Turning Point Advocacy Services

Invites you to enjoy our virtual
Boots 'n Bling Annual Fundraising Event!

We're coming together online to bid for great auction items and raise funds that that provide shelter, staff, and programs that save lives and enable bright futures for survivors of abuse.

Our Auction will run April 16th - April 20th
Find great and original items to keep or give to a lucky person on your list!

Grand Getaways
Unique Experiences
Hand crafted objects & art
Wine and Spirits

We are still accepting donation items for our auction! If you are intrested or want to know more contact us!

If you have any questions about our event or how to donate feel free to reach out by emailing exec.director@turningpointdvs.com or by calling (636) 456-1186 and ask for Linda.

For more information go to:
<http://www.turningpointdvs.com/home/events>

Find us on Facebook @TurningPointWMO

EGGSTRAVAGANZA
CARNIVAL!

MARCH 27-10:00-11:45AM
WARRENTON AQUATIC CENTER PARKING LOT
751 WARRIOR AVENUE, 63383
636-456-2288

FREE EVENT!

Register to drive through the Aquatic Center parking lot for social distance safe fun with the Easter Bunny, games, prizes, circus acts, play Bunny Hopscotch for a chance to win a pool pass.

You must register your vehicle prior to the event at the Aquatic Center or online. Registration ends March 25.

www.warrenton-mo.org



MASKS REQUIRED
Remain in vehicle at all times.

REC SWIM TIME SLOTS WILL
BE AVAILABLE SO MAKE YOUR
RESERVATION EARLY IF YOU WISH
TO CONTINUE THE FUN!

Without Date Saturday April 3 Check the City's Website
or Facebook page for Rainout Announcement