

**Wednesdays with
Warrenton Area Chamber of Commerce
September 1, 2021**

UPCOMING CHAMBER EVENTS

Wednesday, September 1st	10:00 am to Noon	HR Forum—Warren County R-III Conference Room
Thursday, September 2nd	Noon	Golf Tournament Committee—Casa Tequila
Wednesday, September 8th	Noon	Board of Directors Meeting—Warren County R-III Conference Room
Friday, September 10th	3:00 pm	Groundbreaking—Farmers Mutual Insurance
Saturday, September 11th	4:00 pm	Grand Opening—Blue House Theatre
Monday, September 13th	11:45 am	General Membership Meeting—First State Community Bank (1022 N. Hwy 47)
Wednesday, September 15th	5:30—8:00 pm	Regional Job/Career Exploration Showcase—Warrenton High School

GRAND OPENING

Saturday, September 11th 2021

Doors at 4 PM Music at 5 PM


Featuring:

**Gary & Carol Bibb
&
The Trail Buster's
Band**

**Along with Rich Helton
& GCMA Guest Singers**

**Come join us
to celebrate
Loretta Parks
and her 20+ year
Contribution to the
Warrenton Community**

For Ticket Info go to:

 **@bluehousetheatre**



**HR FORUM
SEPTEMBER 1ST**

Having trouble getting and keeping employees? These challenges are real and we are all in this together! Join us on Wednesday, September 1st from 10:00 am to noon to discuss this topic and see if others have strategies for overcoming this problem that may be able to help you. We will be meeting at the Warren County R-III administration conference room located at 385 W. Veterans Memorial Parkway. RSVP to warrentoncoc@socket.net if you are planning to attend.

**GROUND BREAKING
Farmers Mutual Insurance**

September 10th,
3:00 pm
906 South Hwy 47, Warrenton

SEPTEMBER 13TH CHAMBER MEETING

Join us at First State Community Bank located at 1022 N. Hwy 47 on Monday, September 13th at 11:45 am for our General Membership meeting.

We will be hearing from Kerry Christian, the Program Director of the Scenic Regional Library here, in Warrenton. Lunch is \$10.00.

We are anxious to see all of you there!

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

Better Health with Bridgette
www.bridgetyourhealth.com

3 SKILLS YOU NEED TO HAVE A SUCCESSFUL MEETING WITH YOUR LEAD

You might think you know how to have successful conversation... and if you're already nailing it, then great! But there are always ways for you to improve.

For a lot of people, having initial in person conversations with leads is a little intimidating. If that first listing appointment with a prospect makes you a little nervous, don't worry... you aren't the only one.

You may be thinking "will the conversation go as well as it was over text?" Or "will they still like me and continue working with me once they meet me?"

These are totally normal feelings and often stem from a lack of self confidence, which is a thing most adults lack... self confidence. While some conversations may go off without a hitch, there are always meetings where you may have missed the mark, or said something that wasn't so appealing to your leads. Because in most cases this is unavoidable, we're here to offer you a few skills that will at least prepare you for the harder conversations, and help nail all your meetings moving forward.

Here are 3 skills you'll need to have successful in person conversations with your leads:

Self Reflection

This step begins before you actually meet your prospects in person. I've mentioned that confidence is a key factor to having successful meetings, but I haven't gone into a lot of detail with this.

Confidence literally has a physical and chemical component to it that shouldn't be ignored. When we look good, chemicals are released in our brains that give us a little confidence boost. The same goes with being active.

With that in mind (no pun intended), it may be beneficial to start your day with a workout to get some endorphins pumping. Not only will this help you feel good about yourself throughout the day, it'll also mentally put you in a good head space.

Feeling good is a huge part of having confident conversations, so starting your day with something that makes you feel good, confident and strong will help you move through your day with an empowered presence that will help you with any conversation you have throughout the day.

Adaptability

I've known this about myself for a long time. My ability to be adaptable gives me a bit of a bonus in a lot of situations. Adaptability is the trait that determines how you react and respond to change in social, and personal situations.

You've probably heard these people be described as someone who "goes with the flow" or a team player that may be a little more "flexible."

Being adaptable is important because it allows you to be more flexible towards your leads, and bend to help them when the plan may not be going in the direction either of you hoped... or planned.

On the other side of the spectrum, however, are people who are a little more hard headed, or creatures of habit. I'm not by any means saying that being a creature of habit is a bad thing... because in some situations, this does go a long way. What I am saying is that it's worth your while to practice being a little more adaptable, because it may benefit you in the initial meeting with your prospective lead.

Being adaptable also makes you a better leader... one that people will be more inclined to follow. Accepting change is an attractive quality to have in a leader, especially if you're leading people towards one of the biggest purchases of their lives. Your leads will want to know you're able to adapt to their needs (which may be ever changing) and be on the ball for any changes that may happen in the market while you're working with them on buying or selling their home.

Trust me when I say that adaptability is a valuable skill to have, and one you should work on before that initial meeting with your prospects.

Small Talk

Everyone knows that when you get to a meeting, you don't just dive right into shop talk. There is a period of time where you'll need to introduce yourself, ask your leads some questions about themselves... and maybe even chat about the weather.

A lot of people say that small talk comes off as being a little disingenuous but to be honest, it's important to be good at small talk because it acts as an ice breaker in a lot of cases.

I'm not asking you to solely chat about the rain you've been having... or making odd jokes that come across as disingenuous. It's important to find a balance! When you initially meet with your prospects, spend some time asking them a series of questions that allows you to get to know them a little better, and acts as an icebreaker. The University of Michigan recently did a study, and concluded that friendly and quick social interactions such as small talk can actually boost your ability to problem solve, and allow you to better read people around you.

Not only will this help you vision their lifestyle a little more... but it'll also help you get to know them, and be a little better at providing them exactly what they're looking for in a home. Small talk has also shown to make you a tad more likable (more than you already are...) Before meeting your next lead, consider brushing up on your small talk. It'll go a long way!

At the end of the day, your initial meetings will go however they will... but the good news is that by enhancing these skills, you'll be a little more prepared for whatever the situation has to offer you.

You're only as prepared as the work and effort you put into things. If you put little to no effort into your meeting prep, then it's likely they won't go quite as planned or expected. It will take a little time for you to master, but if you put a little bit of work into enhancing these skills, you'll be off to the races with each and every one of your initial listing meetings.

Good luck down the road... and remember "Success is not an accident."

~Elysse Bujold

Warrenton Area Chamber of Commerce

9-Hole Golf Tournament

3-Person Scramble

Thursday, October 14, 2021

4:00 pm Shotgun Start

Warrenton Golf Course

24805 S. Hwy 47

Warrenton, Missouri



\$60 PER GOLFER INCLUDES:

- 9 Holes of golf with cart
- Beverages (including beer)
- Dinner
- Excellent Networking
- Great Fun!

Mullet Golf!

Business in the Front and Party in the Back!

Schedule

Registration 3:00 pm
Shotgun Start 4:00 pm
Dinner and Awards after golf

CHOOSE YOUR GOLF GAME

- Want to play 9-holes of golf with old friends and new friends? Choose the front 9.
- Just want to play some crazy golf and have fun? No golfing experience necessary. Choose the back 9.

SPONSORSHIP OPPORTUNITIES

- ☐ **\$350 Tournament 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)
- ☐ **\$350 Food and Beverage Sponsor** (Includes 2"x4" large sign displayed at tournament, food & beverages for two people, program mention & recognition at awards ceremony)
- ☐ **\$175 Super Hole Sponsor** (Includes larger signage and exclusive rights to set up a table with promotional giveaways at hole of your choice (business or party) 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)

For more information:

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

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

Warrenton Area Chamber of Commerce

9-Hole Golf Tournament

3-Person Scramble

Thursday, October 14, 2021

9 Holes

3-Person Scramble

Registration 3:00 pm
Shotgun Start 4:00 pm
Dinner and Awards after golf

SPONSOR INFORMATION

BUSINESS NAME

BUSINESS CONTACT

CELL PHONE

EMAIL

TOURNAMENT ENTRY FORM

- ☐ **\$60 Entry Fee** (per golfer)
Includes Team Mulligan & a free Birdie - (2 Mulligans per team member & team may use the Birdie on the designated hole)
- ☐ **Front 9 (business)**
- ☐ **Back 9 (party)**

PLAYER 1

BUSINESS PHONE

CELL PHONE

EMAIL

PLAYER 2

BUSINESS PHONE

CELL PHONE

EMAIL

PLAYER 3

BUSINESS PHONE

CELL PHONE

EMAIL

Please make checks payable to: Warrenton Area Chamber of Commerce,
P.O. Box 333, Warrenton, MO 63383

Credit Card ☐

Check ☐

Cash ☐



Credit Card #

Expiration Date:

Name on Credit Card:

Signature:

Security Code: Zip Code:

REGIONAL JOB/CAREER EXPLORATION SHOWCASE

September 15, 2021 5:30 pm – 8:00 pm
Warrenton High School, 803 Pinckney,
Warrenton

The goal of this event is to expose our regional students and their families to possible careers/employment outside of the college route.

If you would like to participate as a vendor, please contact the Warrenton Area Chamber of Commerce at 636-456-2530 or warrentoncoc@socket.net.

Things you should know:

This showcase is free to all vendors and participants; Set up begins at 3:45 pm and you must be totally set by 5:15 pm. If you need to set up earlier, please let us know.

Booth space is free; Bring your own tables, chairs, tent, etc.; You will be able to visit and inform high school students and their families from Warrenton, Wright City and Montgomery schools; Bring information about your business; The event will be in the high school parking lot, so you are encouraged to bring whatever equipment, simulators, etc.; Live demonstrations and hands on activities will speak loudly to our students.

If you are unable to take down your display, you must come early on Thursday, September 16th to remove it.

REGIONAL JOB/CAREER EXPLORATION SHOWCASE

September 15, 2021

5:30 pm – 8:00 pm

Warrenton High School
803 Pinckney, Warrenton

Exhibitor/Booth Name _____

Contact _____

Address _____

City _____ State _____ Zip _____

Daytime Phone _____ Evening Phone _____

EMAIL ADDRESS _____

Things you should know

- Set up begins at 3:45 pm and you must be totally set by 5:15 pm. If you need to set up earlier, please let us know.
- Booth space is free.
- Bring your own tables, chairs, tent, etc.
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- If you are unable to take down your display, you must come early on Thursday, September 16th to remove it.

Please tell us how much space you will need

____ 15 x 15 Booth ____ 15 x 30 Booth ____ Electricity needed (up to 400 watts)

For more information, please contact:

Jan Oleamick at 636-456-2530 or warrentoncoc@socket.net
Janet Hickey at 636-456-3473 or jhickey@boonslick.org

The goal of this event is to expose our regional students and their families to possible careers/employment outside of the college route.

P.O. Box 333, Warrenton, MO 63383
636-456-2530
warrentoncoc@socket.net

GROUNDBREAKING SEPTEMBER 10TH

Join us for a very exciting groundbreaking! Farmers Mutual Insurance is embarking on a new journey. The ground breaking date is set for September 10th at 3 pm for their new office building property at 906 South Hwy 47, Warrenton.

146 years in business and it's their first new building... so very exciting!

BUSINESS SPOTLIGHT OF THE MONTH

Turning Point



At Turning Point Advocacy Services, our mission is to provide avenues to justice for survivors of violence and abuse, by providing safety, shelter, and stabilizing support and services, and to assist survivors and their children in learning to overcome the cycle of physical, sexual, mental, and emotional trauma they have experienced. Our core service area is Franklin, Gasconade, Lincoln, Montgomery, St. Charles, St. Louis, and Warren counties, but we respond to victim requests from across the region. Last year, more than 350 women and children participated in services provided including shelter, court advocacy, LIFE Advocacy, Counseling, Substance Abuse Recovery, and resource education. We are a 501c3, nonprofit organization relying on the

support of individuals, businesses, the faith community, and grant funding to maintain our services. If you would like additional information about our work, want to get involved as a volunteer or potential board member, or make a donation, contact us at 636-456-1186. If you are experiencing violence or abuse, we are here to help. Call our 24/7/365 hotline at 636-456-1186.

EVENT DATES (see flyers)

September 7th
September 9th
September 14th
September 15th
September 21st & 22nd
September 25th

September 28th & 29th

STL Scavenger—Scenic Regional Library
Movie Night—Scenic Regional Library
Paint Night—Scenic Regional Library
Book Sale—Scenic Regional Library
Farmhouse Book Stacks—Scenic Regional Library
Fall Festival & Car Show—Warrenton Downtown Association
and the City of Warrenton
Little Lost Kitchen—Scenic Regional Library

ATTENTION

August 22nd
The Aquatic Center will be closed to begin the annual cleaning.

August 23rd – September 3rd
The indoor pool will be closed for annual cleaning.
The outdoor pool will be open to members only for lap swim, exercise, and Water Fit Classes.
Lap swim reservations can be made online or by phone.
There will not be toddler time or rec. swim during this time.
Please check our website and Facebook for future updates.
www.warrenton-mo.org
Warrenton Aquatic Center 636-456-2288

Hiring Lifeguards
Contact Lisa Kramer for more information, 636-456-2288 or liskramer@warrenton-mo.org.

WARRENTON BRANCH

STL SCAVENGER

THE ULTIMATE SEARCH FOR ST. LOUIS'S HIDDEN TREASURES

Meet Dea Hoover as she discusses her new book! Explore 17 neighborhoods in the STL area & start your scavenger hunt adventure.

Tuesday September 7 6:00pm

RSVP today. Call 636-456-3321, stop by the branch, or register online.

SCENIC REGIONAL LIBRARY - WARRENTON BRANCH | 912 SOUTH HWY 47, WARRENTON, MO 63383 | 636-456-3321
WWW.SCNICREGIONAL.ORG | @WARRENTONBRANCH | #WARRENTONBRANCH

WARRENTON BRANCH

It's Almost FALL Y'All!
Tuesday, September 14, 6pm

PAINT NIGHT

Come in, sit a spell, fall is almost here, so all is well! All supplies furnished. Limit 26.

RSVP today: Call 636-456-3321, stop by the branch, or register online.

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WARRENTON BRANCH

Movie MOONLIGHT

Thursday, September 9 7:00pm

Bring the family, grab your lawn chairs & blankets and enjoy 'Onward' under the stars. Cool down with a delicious treat from Kona Ice available for purchase. ALL AGES!

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WARRENTON BRANCH

FARMHOUSE Book Stacks

Tuesday, September 21 or Wednesday, September 22 6:00 pm - 7:00 pm

Personalize a stack of recycled books to create a beautiful, simple farmhouse book stack! All supplies furnished. Limit of 26.

RSVP today: Call 636-456-3321, stop by the branch, or register online.

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Water Fitness

2021 September Schedule

No Classes Monday, September 6

Monday through Friday 8:00-8:45am Jeanette
\$63 members, \$126 residents, \$189 non-residents

Monday & Wednesday 8:00-8:45am Jeanette
\$24 members, \$48 residents, \$72 non-residents

Tuesday & Thursday 8:00-8:45am Jeanette
\$27 members, \$54 residents, \$81 non-residents

Tuesday & Friday 10:00-10:45am Mary
\$24 members, \$48 residents, \$72 non-residents

Friday 8:00-8:45am Jeanette
\$12 members, \$24 residents, \$36 non-residents

Classes with Sherry Sept. 20-30th
Monday & Wednesday 9:00-9:45am
Monday & Wednesday 5:45-6:30pm
\$12 members, \$24 residents, \$36 non-residents

Register at the Aquatic Center
751 Warrior Avenue, 63383
636-456-2288



Fall Festival

Free Event!

September 25

Warrenton's Annual Free Event!

12:00 - 9:30pm

Free Concerts on the Main Stage 7:30



Atlanta Rhythm Section



Car Show Stage
1:00 - 4:00

Car & Motorcycle Show Noon - 4:00pm

Free Registration Noon - Judging Begins at Noon - Awards at 4pm

Event Broadcasting by KSHE 95 with Lem 3:00 - 5:00pm

Miss Missouri USA Joye Forrest 4:00 - 7:30pm

Kids Corner 12:00 - 6:30pm

Fireworks after main concert

Vendors • Food & Beverages

Free Shuttle Service

Hosted By the Warrenton Tourism Commission

636-456-3535 • WARRENTON-MO.ORG

No Glass Containers. No unauthorized vehicles including golf carts and ATVs. Mobility scooters and electric wheelchairs permitted.

WRIGHT CITY Strassenbash

DIEKROEGER PARK, WRIGHT CITY

SATURDAY, OCTOBER 9

11AM - 10PM

80'S PARADE BUBBLE BUS
AMBASSADOR CONTEST
CORN HOLE TOURNAMENT
BALLOON ARTIST & FACE PAINTER
OLD THRESHERS TRACTOR PULL
& WAGON TRAIN BEER GARDEN
BOUNCE HOUSES FOOD VENDORS
CHILI COOK-OFF CRAFT VENDORS

SATURDAY NIGHT ENTERTAINMENT

PROVIDED BY:

My Friend Mike



Wright City, Missouri



CAR & MOTORCYCLE SHOW

SEPTEMBER 25

NOON - 4PM

MAIN ST. WARRENTON MO

FREE REGISTRATION

Registration 9:00am - Noon

Judging begins at Noon

Awards Presented at 4:00pm

Save time by preregistering. Forms & instructions can be found on the city's website: warrenton-mo.org or City Hall 234 West Boonville Rd, 63382

AWARDS PRESENTED TO TOP 3 IN EACH CLASS

A Technical Advisor will be available at registration to assist with classifying vehicles.

Original Vintage	Pickup Open Class	Motorcycle Original
• Pre-1955	Import Open Class	Motorcycle Custom
• 1951-1965	Custom (1965 Current)	Major's Choice Car
• 1967-1979	Street Rod (Up to 1949)	Major's Choice Motorcycle
• 1980-2004	Restomod	Ladies' Choice Car
• 2005 Current	Resto Mod	Ladies' Choice Motorcycle

*No registration for Major or Ladies' Choice

Judging by



Sponsored By Warrenton Tourism Commission

Paperbacks,
VHS, Records, &
Cassettes...50¢
Hardcover Books,
DVDs & CDs...\$1.00

Friends of the Library Preview!

Wednesday, September 15:

5:00pm-6:00pm

All Friends of the Library members receive a 10% discount at the book sale and may attend the preview event.



BOOK SALE

SCENIC REGIONAL LIBRARY

Thursday, September 16: 9am-8pm

Friday, September 17: 9am-6pm

Saturday, September 18: 9am-5pm

HERMANN (Community Center, Hermann City Office, 1902 Jefferson St., Hermann, MO 65041)

NEW HAVEN (at branch location)

OWENSVILLE (at branch location)

PACIFIC (at branch location)

ST. CLAIR (at branch location)

SULLIVAN (at branch location)

UNION (at branch location)

WARRENTON (at branch location)

WRIGHT CITY (at branch location)


Call: 636-583-0652 for more information.

SCENICREGIONAL.ORG | FIND US ON FACEBOOK!

Donate Your Used Books, DVDs and CDs to the Library Book Sale!

WARRENTON BRANCH

A Novel Bunch Book Club



4th Wednesday of month, 2pm

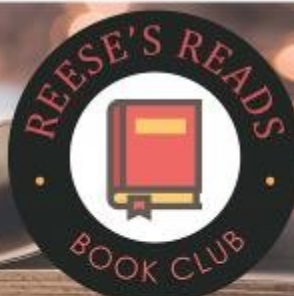

Join us to discuss a love of books,
and meet new people!

Call or stop by the branch to find out
this month's book club selection.

RSVP today: Call 636-456-3321,
stop by the branch, or register online.

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912 SOUTH HWY 47, WARRENTON, MO 63383 | 636-456-3321
LIKE US! GO TO FACEBOOK.COM/WARRENTONBRANCH
VISIT US AT SCENICREGIONAL.ORG

WARRENTON BRANCH

1st Thursday of Month • 5:30pm

Reese's book recommendations are kind of a big deal these days! Join us every month for a new and exciting pick to read along with! RSVP today: Call 636-456-3321, stop by the branch, or register online!

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WARRENTON BRANCH

EVERY TUESDAY AT 1:00PM CHICKS WITH STICKS

**Instructor available every Tuesday at 1 pm
for crochet or knitting lessons!
Beginners and experienced alike are welcome
to come and join in on the fun!**

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WARRENTON BRANCH

Take-A-Ticket Technology Service

3rd Wednesday Each Month
10:00am-5:00pm

Register for a 30-minute, one-on-one
appointment with the library's trainer
to get help with your laptop, tablet,
or smartphone!

Patrons 18+ yrs.
RSVP today:
Call 636-456-3321 or
stop by the branch.

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WARRENTON BRANCH



Each night is
limited to 26
participants.

An Evening With... LITTLE LOST KITCHEN

Tuesday, September 28, 6:00pm or
Wednesday, September 29, 6:00pm

Jessica Conlin will share her story about starting Little Lost Kitchen &
baking fresh pies & pasta from scratch. Sample some of her delicious recipes.
RSVP today: Call 636-456-3321, stop by the branch, or register online!



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