

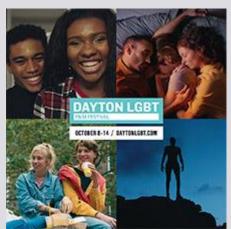
# RECONNECT. RECHARGE. RECONVENE.



October 8-14, 2021

# **Featured**





# October 8-14 - Dayton LGBT Film Festival

The Neon, 130 E. Fifth St.; see website for times.

The Dayton LGBT Film Festival is in its 16th Year, returning to THE NEON, bringing the best and newest of LGBT cinema to the Miami Valley. With precautions in place (masks are required and there will be spacing between parties), every film will be offered two times over the course of the week. Virtual Q&As also will be added whenever possible. This year's lineup includes No Straight Lines: The Rise of Queer Comics, Invisible, Top Drawer Shorts, Potato Dreams of America, and Lola. Tickets are available online or in person at The Neon's box office. Get the full schedule and more information at daytonlgbt.com.

# October 8-24 - Women in Jeopardy

Dayton Theatre Guild,

430 Wayne Ave.; call for times.

Divorcees Mary and Jo are suspicious of their friend Liz's new boyfriend, who is just plain creepy. He's a dentist with a copy of Silence of the Lambs in his waiting room and an antique dentistry collection in his basement - and worse, he may be a serial killer! His missing hygienist was just found dead, apparently murdered by a dental instrument. Trading their wine glasses for spy glasses, the ladies try to discover the truth and save their friend before it's too late. Tickets and more info at daytontheatreguild.org.

## Submit your events for inclusion in this e-newsletter and our online calendar!

If you are holding an event downtown that is open to the public, be sure to submit it to us for consideration to be included not only in these weekly emails, but also in our online calendar of downtown events! We're happy to help you promote it.

You can submit your event via our website with the simple online form here.

# **DOWNTOWN EVENT HIGHLIGHTS**

## Thru October 24 -Out on 5th

Fifth Street in the Oregon District; Fridays 5-10 p.m.,

Saturdays & Sundays noon-10 p.m. Out on 5th returns to the Oregon District! Fifth Street will close to vehicular traffic between Patterson Boulevard and Wavne **Avenue on weekends**, to create a pedestrian mall in the Oregon District with increased service areas for bars, restaurants, and retailers, and increased space for the public to enjoy. The weekend closures will feature

Out on 5th will continue every Friday, Saturday, and Sunday through the spring and summer months. For more information, click here.

entertainment, special sales events, and

amenities to elevate the guest experience.

# Thru October 24 -**Exhibitions at The Co**

The Contemporary Dayton.

25 W. Fourth St.: call for times.

The Contemporary Dayton presents its next set of exhibitions in the new galleries at the Dayton Arcade. Nina Chanel Abney draws on animated cartoons, video games, hip-hop culture, celebrity websites, and tabloid magazines to create large-scale paintings and collages that are scathing commentaries on social attitudes and inequities. The premiere of From a Basement on a Hill, a new body of October 9 - Bloodmobile at work by Dayton-based artist Mychaelyn Michalec consists of embroidered "drawings" and deeply textured tufted rug "paintings" that conflate issues of craft and cultural value. Sara Cwynar's Soft Film combines elements of composite photography and experimental film and performance video. More info. Stop by on Saturday at 2 p.m. for a curator's tour with Michael Goodson.

# **Thru October 26 - LORE Virtual 4-Week Storytelling** Class

Online via Zoom.

The LORE 4-Week Workshop walks a small group of brand new storytellers through crafting a personal story for the stage. Each class is limited to 8 people, which creates an intimate setting for you to learn useful tools, practice your story, and make friends. Every class has its own character based on the people that sign up, so if you feel called to this class, it is probably because it is your time! More info.

# October 8 - I Remember **Halloween: Industrial Goth** Niaht

Yellow Cab Tavern, 700 E. Fourth St., 8 p.m. Come dressed in your best '90s Industrial, Ghoulish Halloween, Modern Goth, or whatever costume you want and join Yellow Cab for this dance celebration of everything Halloween! Cover starts at 8:00pm on Oct 8th! Tickets are \$7 presale and \$10 at the doors. Yellow Cab's resident truck, The Pizza Bandit, will be set up and serving through 11pm. Tickets and more info

## October 8-14 -This Week at the DAI

Dayton Art Institute,

456 Belmonte Park North; call for times. This week, check out a variety of great art exhibits at the Dayton Art Institute, including "Photography through Time," Beyond the Woodblock," and "Spotlight on Africa: Gifts from Dianne Komminsk." On Thursday, children and caregivers can enjoy the popular preschool program, PNC Tiny Thursdays online from home. Thursday also brings the next edition of the Bob Ross Auto Group Jazz & Beyond series, featuring the Jimmy Leach Jazztet. More info at daytonartinstitute.org.

# the Market

2nd Street Market, 600 E. Second St.; 9 a.m.-12 p.m.

Help keep the blood supply strong through the fall by supporting the Five Rivers Metroparks 2nd Street Market community blood drive. Appointments are encouraged. Schedule online at www.DonorTime.com or call (937) 461-322. Free. All ages.

# October 9 - Second Saturday **Figure Drawing**

The 48 High Street Gallery, 48 High St., 9:30 a.m.-noon.

Dayton Society of Artists is again offering its Second Saturday Figure Drawing sessions. Bring all your own drawing materials, supplies, and \$5 for the model fee. The model will start with short dynamic poses and build up to a 45 minute to one hour pose.

## October 10 -Walk to End Alzheimer's

Day Air Ballpark, 220 N. Patterson Blvd.; 10 a.m.

# October 10 -**Native Plant Sale**

2nd Street Market, 600 E. Second St.;

11 a.m.-3 p.m.

Come and browse indigenous native perennials for sale. This event is to promote native plants in the landscape. Native plant nurseries of the Greater Dayton Area are joining together to sell a huge selection of flowering perennials, grasses, trees and shrubs. (Please note that trees and shrubs are gallon size.). Free admission. All ages.

## October 10-14 - This Week at The Barrel House

The Barrel House, 417 E. Third St.; call for times.

Sunday, October 10, bring your own vinyl, eat some free donuts, and relax with a beer at the weekly VinylVinylSunday. October 13 is the next Wu-Tang Wednesday, with DJ Ike B spinning hip hop from 6 to 10 p.m. Every Thursday is Open Mic Thursday with music, comedy, and you! 222-GRWL

# October 13 -Trivia with a Twist

Lock 27, 329 E. First St.; 6:30-8:30 p.m. Enjoy Trivia with a Twist in the Lock 27 Downtown Dayton Brewpub. Every Wednesday this summer except for Wednesdays that the Dragons have a home game! facebook.com/Lock27Brewing. Free.

#### October 13-16 - Cabaret

PNC Arts Annex, corner of Second and Ludlow streets; call for times. Two of Dayton's most beloved organizations, Square One Salon and Spa and The RubiGirls have joined forces and teamed up with D2D Productions to bring to life one of the greatest musicals of all time: CABARET Daring, provocative and exuberantly entertaining, Cabaret explores the dark and heady life of Bohemian Berlin as Germany slowly yields to the emerging Third Reich. With a score by *Chicago* composers Kander and Ebb and starring Joshua Stucky and Alex Everett of The RubiGirls, CABARET is sure to show you a fabulous time. More info.

# October 14 - Showcase **Thursday**

Yellow Cab Tavern, 700 E. Fourth St., 6:30 p.m.

Yellow Cab Tavern's weekly showcase

# Thru October 31 - Breaking the Cycle Virtual 5K+

At home.

Join Artemis Center for the Breaking the Cycle Virtual 5K+! Walk, run, bike, hike, or paddle 3.1 miles during Domestic Violence Awareness Month to show your support. Your contribution to this event helps provide lifesaving services to domestic violence survivors and their children. Join as an individual or create a team and consider raising funds for Artemis Center. More info and registration.

The Alzheimer's Association Walk to End Alzheimer's is the world's largest event to raise awareness and funds for Alzheimer's care, support and research. Held annually in more than 600 communities nationwide and multiple locations in our region, this inspiring event calls on participants of all ages and abilities to reclaim the future for millions. Join our team and walk with us at Day Air Ballpark this October! Together, we can #endalz More info.

returns! Come enjoy some free live music from local artists.

# October 14 - Bingo

The Trolley Stop, 530 E. Fifth St.; 8-10 p.m. Every Thursday, join The Trolley Stop for free bingo in the bar from 8 to 10 p.m. trolleystopdayton.com.

This publication is produced by the Downtown Dayton Partnership.

If you have questions about this email, reply to this message or call us at (937) 224-1518.

Information is accurate to the best of our knowledge at the time of publication. Call the listed venue for details

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**DOWNTOWNDAYTON.ORG** 







# October 2021 E-Newsletter

Celebrate All Things Spooky and Halloween-themed in Dayton this October!



Every weekend this October, there are incredible spooky events to explore here in Greater Dayton! Prepare to be scared at any one of the following: Dayton Scream Park, Hell's Dungeon, and the Haunted Castle of Carnage and Trail. Or, enjoy a family-friendly event at Oak Grove Park in Centerville on October 16th.

- <u>Dayton Scream Park</u>, an outdoor haunted trail with four haunted attractions, is open for the season every weekend in October, and they're ready to make you scream! \$20 at the door admission gets you into all four attractions (one haunted trail and three haunted houses). Talk about a fright! The Dayton Scream Park is located at 5117 Valley Street, Dayton, OH 45424, and parking is free.
- <u>Hell's Dungeon</u> is Dayton's newest nightmare beckoning your arrival! Open Fridays and Saturdays through November 7th, marvel at this one-of-a-kind freak show in the abandoned halls of an archaic medical facility. This indoor attraction is located at 3866 Linden Ave, Dayton, OH 45432, and admission is \$24 online. Military/first responder discounts are available in person only. For \$10 more, you can purchase the fast pass to skip the lines.
- If you're wanting a fright, the <u>Haunted Castle of Carnage and Trail</u>, operated by the Riverside Jaycees, is the longest-running Haunt event in the Miami Valley. Since 1986, the Haunted Castle has been spooking Daytonians year after year, and we can't seem to get enough! Open Fridays, Saturdays, and Sundays, this haunted experience will frighten even the toughest of visitors! This outdoor attraction is located at 1213 Harshman Rd, Riverside, OH 45431. Admission is \$17, and there is a \$3 off coupon available <u>on their website</u>. For \$25 per person, you can skip the line with the VIP pass (discounts not allowed for VIP pass). New this year, every group will receive one free photo of their group at the photo booth!

# Dayton Named Top Hikeable City - Enjoy Gorgeous Fall Days in Our MetroParks



Our MetroParks have done it again! According to <a href="RunRepeat">RunRepeat</a>, Dayton is the #5 best city in the nation to live in for diehard hikers! Winning this prestigious award is due to a number of factors including Dayton boasting the nation's largest network of paved trails - 350+ miles. Dayton has also been designated a <a href="Bicycle-Friendly Community">Bicycle-Friendly Community</a> by the <a href="League of American Bicyclists">League of American Bicyclists</a>, thanks to our 30 miles of city trails that connect to more than 300 miles of lanes and paths. <a href="CLICK HERE">CLICK HERE</a> to read our blog highlighting some of the area's top hiking trails for any skill level!

# **Take A Fall Daycation!**

# DAYTON, OHIO



October colors are here and it's time to take a Dayton vacation, or as we like to call it, a DAYCATION! There are a ton of fun and cool things to do right here in your own backyard! A

great way to get started is to download the Dayton Convention & Visitors Bureau's **FREE Visit Dayton app** from the <u>Google Play Store</u> or <u>Apple App Store</u>. Click on the box that says

"DAYCATIONs" and read over a dozen itinerary and activity ideas to get your creative juices flowing on all there is to see and do in Greater Dayton! You can also check out the latest information on attractions, arts and culture, restaurants, hotels, shopping, sports and recreation, and more! You owe it to yourself to get out and enjoy Dayton! <u>Click here to learn more!</u>

# **Experience All Kinds of Fall Family Fun and Festivities Here in Dayton!**



There's always something fun happening in Greater Dayton!
Read below and make plans to attend one of these events that is sure to make your October 2022 memorable!

- Bring the whole family out to Oak Grove Park (1790 E. Social Row Rd) in Centerville on October 16th from 10 a.m. to noon to experience a remarkable <u>Trunk or Treat</u> event featuring local businesses, tractors, fire trucks, law enforcement vehicles, and much more! Business participants will be giving away candy, stickers, and more! Attendance is free, but the event is partnered with <u>House of Bread</u> to collect item donations, such as baby supplies, healthy snacks, hygiene items, and more.
- Carillon Park Rail & Steam Society Train Rides Choo-choo! Take in the beautiful fall views of the gorgeous 65-acre Carillon Historical Park as you ride a 1/8th scale train at Carillon Historical Park on October 9th and 23rd! Experience the railroad and train maintained and operated by the all-volunteer members of the Carillon Park Rail and Steam Society (CPR&SS) club. Tickets are only \$1 per person per ride, and all proceeds from ticket sales go right back into maintaining the park and equipment. The train will be running from 1 4 p.m., and park admission is required to access the train rides. While

you're at Carillon Historical Park, enjoy Carillon Brewing Company and the many fascinating displays on Dayton's history and innovation.

Tour Dayton! It's Time for the Tour de Gem, Sunday, October 10



# THE WRIGHT BROTHERS® 2021 CYCLING CLASSIC

Blow up those tires and gear-up for the 2022 <u>Tour de Gem</u> bike ride Sunday, October 10 at Riverscape MetroPark (111 E. Monument Avenue)! The Wright Brothers 2021 Cycling Classic is a fantastic fundraising event for local nonprofits, giving cyclists of all ages an opportunity for fun and to impact their community in positive ways. <u>It's not too late to sign up!</u> The registration cost is \$50 for adults, \$25 for youths 12-18, and free for children under 12.



**Don't Miss These Amazing Arts & Cultural Performances!** 

- <u>STOMP</u> **10/15-17** What's all the noise about? Stomp's at the Victoria Theatre (138 North Main Street)! This international percussion sensation is an eight-member troupe that uses everything but traditional instruments to create magnificent rhythms. This show is sure to entertain any and everyone! Tickets for the shows Friday, Saturday, and Sunday are available <u>online</u> now.
- <u>PhilharMonster: It's Alive!!</u> 10/17 There is some good to this year! The Dayton Philharmonic is continuing the much-loved tradition of the PhilharMonster Halloween Concert at the Schuster Center. Gasps, giggles, and costumes abound during this afternoon when everyone gets to be just a bit scared. Who knew being spooky could be so enchanting? Tickets for the 3 p.m. show on Sunday, October 17th, are available <u>online</u> now.
- <u>Cabaret</u> 10/13-16 Two of Dayton's most beloved organizations, Square One Salon and Spa and The RubiGirls, have joined forces and teamed up with D2D Productions to bring to life one of the greatest musicals of all time: CABARET. This production is at the PNC Arts Annex from Wednesday, October 13th, to Saturday, October 16th, available at five different showtimes. Tickets are available <u>online</u> now.
- <u>Light and Dark</u> 10/29-31 "LIGHT AND DARK is a repertory program of demanding classical ballets and modern organic works featuring "Ghost Light" from choreographer Penny Saunders, with its challenging choreography and haunting use of light. The artistry and athleticism of the Dayton Ballet dancers are showcased in this beautiful presentation of four distinct ballets that will fill the stage with a range of moods for the autumn season." Don't miss this performance at the Victoria Theatre from Friday, October 29th, through Sunday, October 31st. Tickets are available online now.
- <u>Airness</u> **10/21 11/7 -** Shred, or be shredded! Airness is a Dayton premiere play brought to us by The Human Race Theatre Company at the Loft Theatre (126 N Main St, Dayton, OH 45402). A short description follows:

"When Nina enters her first air guitar competition, she thinks winning will be easy. But as she befriends a group of charismatic nerds all committed to becoming the next champion, she discovers that there's more to this art form than playing pretend; it's about finding yourself in your favorite songs and performing with raw joy. Will Nina be able to let go and set herself free onstage?" Tickets for shows from October 21st through November 7th are available online now.

Be sure to read and acknowledge the <u>health and safety procedures</u> before attending a show!

**Download The Free Visit Dayton App!** 



You don't want to miss out on keeping up with all things Dayton - so why not download your very own handheld guide? Download the FREE Visit Dayton App today!













1 Chamber Plaza Ste. A Dayton, Ohio 45402 Phone: 937-226-8211











Strengthen | Educate | Advocate

# News Bits

### Visit Our Site | Contact Us

## News You Need

Manufacturer Members: tell us your "hot button" issues via the 2-question **Top Issues Survey** emailed on 10/4. Didn't get a link? Contact Nate.

Benchmark your jobs against the market data found in the DRMA 2021 **Wage and Benefit Survey report**. The report will be emailed to survey takers this week. Didn't participate? Contact <u>Shay</u> for purchase information.

Did you participate in or purchase the 2021 Wage & Benefit Report? We want your feedback! Please attend the **Workforce/HR Meet Up** on 10/26 where we'll do a deep dive in to the results of the report! Register <a href="here">here</a>.

CONGRATS to the 15 member companies who received our first-ever **MFG Day awards**! Click <u>here</u> to read more. Thank you to all of the companies and schools that help make MFG Day a special day in the Dayton Region!

Did you miss this year's **Economic Update**, presented by Brian Beaulieu's protégé Connor Lokar of ITR Economics on 9/16? Don't worry, we've got you covered! The recording is available for purchase: \$60 members, \$100 non-members. Complete this form, and you'll receive the link via email.

Support the DRMA Foundation's workforce efforts by making a donation to the DRMA cycling team participating in this year's **Tour de Gem** THIS SUNDAY. Click here to donate.

Act NOW to save with DRMA's **Workers' Comp** program! Enrollment deadline for our group is 11/17. Contact <u>Dominic</u> with Sedgwick at (614) 579-4723 before it's too late!

**Membership renewal** time is approaching. Learn what that means for your company <u>here</u>.

Has import competition hurt your sales? The federal **Trade Adjustment Assistance for Firms (TAAF)** program may be able to help with up to \$75,000 in matching funds. Read more here.

All Ohio employers are invited to attend this week's online

**Board Chairman John Bertsch,** on location at
Wurth Electronics ICS,
Inc., dives into how DRMA
Advocates for our
member companies. Take a
look!



# Calendar

#### **Meet Ups**

10/20 GR with Portman 10/26 Workforce/HR 10/27 GR with Whaley

#### **Events**

12/2 Annual Meeting



**statewide safety council** mega meeting tomorrow, 10/6, 11 - 12 p.m. Click here for more information.

Are you a **marketing/communications professional** looking to get involved in DRMA? We're currently searching for volunteers to serve on our Communications Committee! This is a great opportunity to put your professional skills to use in a volunteer capacity and make a direct impact on one of the Dayton Region's top industries! Contact <u>Nate</u> for more information.

THANK YOU, Alex Seder, general manager at **NOV**! Alex leads the MFG Day Sub Committee and has worked hard to ensure that MFG Day in the Dayton Region is a success. Alex also serves on our career events speakers' bureau to bring awareness to the great careers in manufacturing straight into schools. DRMA thanks you for your commitment to our organization and to the Dayton Region manufacturing industry.

# All About Workforce

**Did you host a MFG Day event this year**? Don't forget to let us know! We report our stats back to NAM, and we want to make sure we have everyone counted. Send <u>Kayla</u> the school(s) you hosted, approximate number of students, and any photos you'd like to share!

**Career event volunteers needed!** We have events scheduled at Meadowdale, Waynesville, and Belmont High Schools soon. Looking for 2-3 people for each, no experience needed! All you need to do is show up and share your passion for manufacturing. Click here for more info or contact Kayla.

The **Dayton STEM School** is holding their annual Career Fair on 10/21! This event is always a blast – click <u>here</u> for more info and to register.

## **Government Relations**

Join us for the following Government Relations Meet Ups:

- **Senator Rob Portman,** 10/20, 4 4:30 p.m. via Zoom. Register <u>here</u>.
- Dayton Mayor and Ohio gubernatorial candidate Nan Whaley, 10/27, 4 - 5 p.m., Engineers Club. Register here.

## **Events**

#### **DRMA Events**

**Annual Meeting** - 12/2, 4:30 - 8 p.m., Engineers Club (cash bar only). More info here.

**Meet Ups -** They are FREE and for members only. Join the conversation on these topics.

- **GR with Rob Portman**, 10/20, 4 4:30 p.m., via Zoom. Register here.
- Workforce/HR, 10/26, 7:30 8:30 a.m., via Zoom. Register <u>here</u>.
- **GR with Nan Whaley**, 10/27, 4 5 p.m., Engineers Club (cash bar only). Register here.

**DRMA 101** – Whether you are a new member or a seasoned member, kick-start your membership ROI and learn what DRMA does to help you strengthen your business. <u>Contact Shay</u> to sign up.

- Affiliate & Associate Members:
  - o 10/21, 4 5 p.m., Franco's Restaurant
- Manufacturer Members:
  - o 11/2, 8 9 a.m., Panera Bread Miller Lane

#### **Community Events**

Taft/Law - Navigating Compliance in Today's Evolving Landscape | Taft Dayton Safety & Workers' Comp Seminar - 10/19. Learn more about navigating safety and workers' compensation compliance in today's evolving landscape. More info <a href="here">here</a>.

**Bricker & Eckler - Informative Product Liability and Manufacturing Updates webinar** - 10/12. Learn about the regulatory challenges and legal threats facing manufacturers. Register here.

**United Grinding - Evolution to Revolution** - 10/13-14. See latest technology and find out what the future holds for the industry. Register <u>here</u>.

# President's Message

It's finally here! THIS WEEKEND I am riding my bike in the **Tour de Gem** to raise money for the DRMA Foundation's workforce development initiatives. Please donate to me to support careers in manufacturing!

Manufacturer Members: DRMA is conducting our annual two-question **Top Issues Survey** to better understand the "hot button" issues affecting manufacturers across the region. Your participation will help us accurately communicate your concerns to the media, elected officials, and other community leaders; and your response will give us direction on the types of programs and services to offer that will help you strengthen your company. Deadline for response is 10/15. Need the link? Contact Nate.



Speaking of surveys. . . results of the 2021 Wage and Benefit Survey are in! The survey helps you benchmark the value of your jobs and your benefits plan. Current trends for compensation are covered, as are topics including employee benefits, work schedules and retention strategies. Results are free to those who participated. For details on how to purchase the survey report and more, contact Shay. . . AND, be sure to attend the 10/26 Workforce/HR Meet Up to give us your feedback.

Did you see the blurb above about volunteering to serve on our Communications Committee? We're searching for committed communications/marketing professionals to help us further develop our external messaging and promotions campaigns! The committee meets monthly. Contact Nate if you're interested.

Attention Manufacturer members: Click here to see manufacturing-pertinent resumes I have received.

#### Welcome new members:

- **Garber Electrical Contractors**
- **LRT Restoration Technologies**
- Tate & Lyle
- **Tom Smith Industries**

#### Congratulations to DRMA members:

- **Production Control Units**, for celebrating its 75th anniversary.
- **Ultra-Met Co.**, for winning a contract with the U.S. Army.
- Wurth Electronics, for the article in the DDN about hosting Lt. Gov. Jon Husted on MFG Day!











FIND A SCORE MENTOR

# **Small Business Newsletter**

# **OCTOBER 2021**



Chuck Anderson Chapter Chair

The Dayton Chapter of SCORE was founded in 1970 as a nonprofit volunteer organization to assist the Small Business Administration (SBA) in helping grass roots profit and nonprofit businesses to start and grow in the Miami Valley area.

# Dayton SCORE's Nonprofit Workshop Series Fall 2021

These workshops will be presented in person by our local team of experts in subject areas specific to nonprofit organizations. The workshops are interactive and there will be time for questions during and after the presentations.

In response to client input we will cover 8 different topics this Fall. The workshops will cover two related topics, with one session 10am till noon, and the second session 1 till 3pm. Lunch will be provided for attendees of either or both sessions. Please indicate on your registration form if you will be joining us for lunch/networking.

You do not have to attend both sessions, but if you want to attend both, please register for both so we can get an accurate count. Afternoon attendees are welcome to arrive at noon for lunch prior to that session if they have requested lunch.

We are pleased to announce that the Nov. 12 sessions will be held at the Arcade/HUB on S. Main St. in Dayton. We will provide free parking validation coupons for the Riebold Building parking garage next to the Arcade.

NOTE: Registration for a specific workshop will open 45-days prior to the event.

- Board Development (Friday October 15th 10 AM to Noon) -Presidential Banquet Center
  - Characteristics of high performance boards, structure, membership and effective processes. For workshop registration: <u>CLICK HERE</u>
- Leadership Development (Friday October 15th 1 PM to 3)
   Presidential Banquet Center
  - Practical leadership principles for Directors and Board chairmen that can be implemented immediately. For workshop registration: CLICK HERE
- Marketing (Friday October 29th 10 AM to Noon) -Presidential Banquet Center
  - Adapting your marketing program to post-COVID. <u>CLICK</u> <u>HERE</u>
- Fundraising (Friday October 29th 1 PM to 3) Presidential Banquet Center
  - Annual giving, major giving, planned giving and the ethical and legal. <u>CLICK HERE</u>
- Volunteer Management (Friday, November 12th 10 AM to Noon) Dayton Arcade
  - How to develop trust, credibility and accountability, and define the role of volunteer staff.

- Financial Management. (Friday, November 12th 1 PM to 3)
   Dayton Arcade
  - Back office functions of accounting/bookkeeping systems to monitor performance and comply with IRS requirements.
- Nonprofit Google Ad Grants (Friday December 10th 10 AM to Noon) - Presidential Banquet Center
  - How to obtain and manage a \$10,000 Google Ad Words Grant to increase donations and supporters.
- Risk Management/Cyber Security (Friday December 10th 1 PM to 3) - Presidential Banquet Center
  - Protecting your Nonprofit from both known and unknown threats is critically important. Learn how to make costeffective informed decisions when dealing with the risks. A common sense guide to Cyber Security. How to protect and recover from an attack without breaking the bank.

# **Dayton SCORE's Awards**



Volunteers were recognized for the contribution to Dayton SCORE at an event held at the Dayton Arcade August 25<sup>th</sup>, 2021.

The event was attended by 50 volunteers and invited guest and included client testimonials and a tour of the business HUB at the

Arcade. Bob Kasprzak, SCORE regional Vice President, presented the awards and spoke about the value provided by volunteers across the U.S.

# Member recognized were:

Bob Puskar – SCORE Platinum Award Alan Shussheim – Sparkplug Award Exemplary Service Awards: Ann Riegle-Crichton Steve Goldstein Bill Flaute

# **Dayton Serves for Nonprofits**

Dayton Score is partnering with Inspiring Service to launch Dayton Serves, a new Volunteer Portal, specifically for the Greater Dayton Nonprofits.

#### WHAT:

Connecting good people who want to help great nonprofits in Dayton **WHY** 

Dayton nonprofits need volunteers to help make an impact on our community **HOW:** 

A FREE online volunteer/supporter posting platform for nonprofit organizations

Over 100 Nonprofits have already been loaded into the system.

## We need your help!

Click on this link ( <u>Dayton Serves Nonprofit Portal</u> ) and provide information for your respective organization.

#### Or

Attend one of our upcoming Nonprofit Workshops to learn more: **Nonprofit Workshop Registration Link**.

#### Or

Contact **DaytonServes@gmail.com** to setup a personal Zoom session to discuss this great opportunity.

Our plan is to launch www.DaytonServes.org in December 2021.

# **MVNC Upcoming Events**

11 Sales Techniques to Help Grow Your Small Business



Wondering what types of sales strategies your small business should use? Use these 11 tips to grow your small business sales.

# READ THE 11 TIPS



# National Small Business Week Virtual Summit - Now On Demand

The Virtual Summit, co-sponsored by SCORE and the SBA, featured 20+ sessions on small business topics to help you succeed and grow.

Access now.



# **Preparing for the Holiday Season**

Make sure that your small business is prepared for this holiday selling season it's never too early for small businesses—especially retailers, including online merchants to prepare. Read more.

# **SMALL BUSINESS WEBINARS**



# **DIY Video Engagement Tactics That Work**

# October 12 | 1 PM ET Key do-it-yourself video engagement strategies to AMPLIFY your impact. Learn why video marketing matters, and much more.

## **REGISTER**

# Generating Sales Opportunities via Text Message Marketing

### October 14 | 1 PM ET

You'll learn how to execute your own text message marketing campaigns through strategies, tactics, and technology that can be implemented today.



#### **REGISTER**



# Starting an E-Commerce Business from Scratch on Shopify

## October 21 | 1 PM ET

Tips and tricks for building your business on the Shopify platform, sourcing, brand building, and more!

**REGISTER** 

# **CELEBRATING HISPANIC HERITAGE MONTH**



# **SCORE for Hispanic Entrepreneurs**

Hispanic-owned small businesses have grown 34% and contributed \$500B to the U.S. economy over the last 10 years -- and show no signs of slowing down. Even with the growth and accelerating impact, Hispanic business owners face very real challenges.

**VISIT THE HUB** 



# Chat With SCORE Mentors Online

# **AVAILABLE 24/7**

Get Free Advice from SCORE Mentors When You Need It

We're here for you.

Mentors are available on

SCORE.org to answer your

business questions.



SCORE is a nonprofit association dedicated to helping small businesses get off the ground, grow and achieve their goals through education and mentorship. We have been doing this for more than 50 years.

Because our work is supported by the U.S. Small Business Administration, and thanks to our network of 10,000+ volunteers, we are able to deliver our services at no charge or at a very low cost. Find out more about our mission, vision and values.





Funded in part through a Cooperative Agreement with the U.S. Small Business Administration. All opinions, conclusions, and/or recommendations expressed herein are those of the author(s) and do not necessarily reflect the views of the SBA.

#### **CONNECT WITH US**











Constant Contact is a proud sponsor of SCORE.



Dayton SCORE Chapter 107 | 5818 Wilmington Pike, #247, Suite 100, Dayton, OH 45459





# The Best Leaders Never Stop Learning

It's important to remain focused on developing your employees to ensure the engagement and retention of your top talent. We are here to help you navigate your teams through this time of change, uncertainty, and disruption.

By leveraging the University of Dayton Center for Leadership's professional development suite of programs, you can equip your employees with the necessary tools to stay motivated and productive while continuing to drive your training and development strategy.



Utilize our professional development programs, either virtually or in-person/on-campus, to give your employees personal and meaningful development for the confidence needed to be successful at the next level and beyond.

#### **Upcoming Classes**

October 12 - Leadership is Everyone's Business

October 13 - Communication Skills for Leaders

October 15 - Essential Problem Solving for Team Members: Lean Six Sigma Yellow Belt

October 19 - The Energy Bus

October 20 - The Power of Positive Leadership

October 21 - Career Advancement Strategies for Women: Navigating the Unwritten Rules of the Workplace

For a complete schedule and course descriptions, visit: **Professional Development** 

Contact April Mescher at 937-229-2664 or <a href="mailto:amescher1@udayton.edu">amescher1@udayton.edu</a> to take advantage of these individualized programs.











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Thank you for your interest in the University of Dayton Center for Leadership.

#### Our mailing address is:

University of Dayton Center for Leadership 300 College Park Ave Dayton, OH 45469-0001

### Add us to your address book

Phone: 937-229-3115

Want to change how you receive these emails? You can <u>update your preferences</u> or <u>unsubscribe from this list</u>.

# **Managing Your China Business Remotely During Covid**

# How to BETTER Manage Your Suppliers, Customers, Distributors and Teams

Program: October 13, 2021

Hosted By: American Chamber of Commerce in Shanghai and Ohio International Trade Teams



# Managing Your China Business Remotely During Covid

DATE: Wednesday, October 13, 2021

TIME: 8:30 am to 10 am EDT

**COST:** No fee, but registration is required.

TO REGISTER: CLICK HERE

#### **VIRTUAL WEBINAR**

You will receive the webinar link after you register

For any questions, contact: Kathy Marshalek @ kmarshalek@ecinnovates.com







Small Business Development Centers Export Assistance Network

#### YOU ARE INVITED TO JOIN US for a virtual webinar.

Whether you are exporting, importing or have operations in China you know that business has become *much more complicated* without the ability to travel and visit your partners.

In a global health crisis, companies need to keep trade flowing. Combined travel restrictions, supply chain disruptions, financial insecurities, transport shortages, and staffing problems have forced businesses to be creative in managing through volatility and uncertainty and be pro-active to secure their business.

This program will provide tips and best practices for safeguarding and leading your business during the disruption of the pandemic.

The program will feature expert speakers from China and the US along with a panel of Ohio companies:

Art Dicker, Director, R&P Lawyers, Shanghai, China will discuss:

#### **Legal Steps Companies Can Take to Control Risk**

- Designing smart contracts to reduce legal disputes
- Due diligence to stay current on your partners

Kimberly Kirkendall, CPA, President, International Resource Development, Inc. will present:

#### **Best Practices to Improve Reliable Cross Border Trade**

- How to ensure reliable trade & payments
- Improve checks & balances to reduce volatility, fraud, and theft – whether by partners or employees

#### **Panel Ohio Companies - Their Experiences & Suggestions:**

A variety of Ohio companies with trade and/or operations in China will share their experience and answer questions.

#### SPONSORS AND PARTNERS

















# No Matter Your Direction, We Can Support You!

Whether you are just beginning or have been operating for years, the SBDC has something for all small businesses.

- Business planning
- Financial guidance
- Buying or selling
- Quickbooks training
- Start-up assistance

# **Fall Workshops**

This fall we have put together a wealth of specialists to present business workshops. From taxes to websites, we have something for everyone!

Oct 13 - <u>Is My Company Ready for a Website</u>? Presented by Sarra Mohn, <u>Jet Creative</u>

Oct 14 - <u>Accounting and Taxes for Entrepreneurs</u>
Presented by Alice Msachi, **NKC Accounting** & Kim Petro, **MVSBDC** 

Oct 20 - <u>Building Websites: DIY or Hire a Pro?</u>
Presented by Sarra Mohn, <u>Jet Creative</u>

Oct 21 - <u>Caveats when Buying a Business or Franchise</u> Presented by Mark Lankford, <u>MVSBDC</u>

Oct 27 - <u>5 Common Mistakes When Building your Website</u> Presented by Sarra Mohn, <u>Jet Creative</u>

Oct 28 - Overview of QuickBooks Online
Presented by Kim Petro, MVSBDC

Nov 4 - Vendor Workflow in QuickBooks Online

Presented by Kim Petro, MVSBDC

Nov 11 - Banking Center in QuickBooks Online

Presented by Kim Petro, MVSBDC

**Nov 18 - Sales Center in QuickBooks Online** 

Presented by Kim Petro, **MVSBDC** 



University of Dayton's L. William Crotty Center for Entrepreneurial Leadership annual Flyer Pitch Competition is open to the public and the deadline to apply is quickly approaching. The submission deadline is October 15th.

Now in its 16th year, Flyer Pitch awards more than \$100,000 in cash prizes and more than \$50,000 in in-kind prizes during the competition. Its legacy includes more than 70 new ventures that have been launched as a result of the competition with over \$24 million in follow-on capital raised by those businesses.

Learn More

## Start-Up Venture Track

put entrepreneurship orinciples into practice by expanding or starting a business venture

Over \$150k in prizes. Open to the public.

# **Greater West Dayton Social Venture Track**

advance social justice and equity in Greater West Dayton by starting or scaling a nonprofit, social enterprise, and/or community initiative







# Join us for the unveiling of the **Global Report Dayton Region:**India Country Profile

with Keynote Speaker

# Dr. Varun Jeph

Deputy Consul General of India, New York

Thursday, October 14, 7:00-8:00pm on Zoom

Join Meeting at:

https://us02web.zoom.us/j/84838162418? pwd=cGpJNGw3cmcyS05mZ0VaMU9UZUVIUT09

Meeting ID: 848 3816 2418

Passcode: 153112



























#### 

# **CHAMBER PLUS MEMBER SPOTLIGHT**





Since 1997, **Bane Staffing** has been bridging the gap between employer and employee, helping good people find great jobs and great businesses get more done. We are a womanowned, family business dedicated to helping our community and focused on moving people forward. We're experts in professional staffing, but what sets us apart from others in the industry is our dedication to truly helping people.

Manufacturers often feel frustrated or overwhelmed because they don't have what they need to solve their problem. **FastLane** advisors get you to solutions faster to make your life easier. A lack of time and resources to solve a problem should not hold you back from having a successful business. In the last five years, our clients report impacts of 3,911 jobs, \$540.6 million in sales, and over \$29 million in cost savings.

Meet This Member

Meet This Member



### **Greater Dayton Premier**

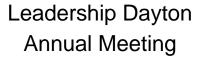
Management is the award-winning, nationally recognized public affordable housing authority for Montgomery County, Ohio. Our primary focus is on providing high-quality, safe, and affordable housing. But we are also committed to transforming lives. We connect those we serve with programs and services to break the cycle of poverty and homelessness.

Meet This Member

Want to be featured in the Member Spotlight? <u>Click here</u> to learn about Chamber Plus.

# **FEATURED EVENTS**







DALA - Voice of the Blue Collar Worker

# Wednesday, Oct 20, 2021 5:00 pm - 6:30 pm

Celebrate 45 years of Leadership Dayton at The Contemporary Dayton with cocktails and hors d'oeuvres while viewing the exhibition from Nina Chanel Abney. 2021 awards will be presented. Thursday, Oct 21, 2021 8:15 am - 10:00 am

Join the Dayton Area Logistics Association for a presentation by EmployBridge Senior Vice President, Brian Devine, on the results of the annual "Voice of the Blue-Collar Worker" survey.

Register Now

Register Now

# **UPCOMING EVENTS**

- Breakfast Briefing October 2021 (10/8/2021)
- RESCHEDULED: Government Affairs Breakfast October 2021 Congressman Michael Turner (10/12/2021)
- Generation Dayton: Monthly Mixer October 2021 (10/14/2021)
- Leadership Dayton Annual Meeting October 2021 (10/20/2021)
- <u>Dayton Area Logistics Association Voice of the Blue-Collar</u> Worker (10/21/2021)
- Chamber Member Orientation October 2021 (10/28/2021)
- 69th Annual Dayton/Miami Valley Safety Council Safety Conference & Symposium (11/3/2021)

# **BUSINESS RESOURCE NEWS**

**Upskill Your Employees: TechCred Opens 11th Application Round** 



Applications are now being accepted for another round of the State of Ohio's TechCred program.

TechCred helps businesses address their workforce needs by upskilling current and prospective employees. Employers simply need to identify the specific skills they need, the number of employees they want to upskill, and which training provider they want to use. Businesses of all sizes, from any industry, can apply online at TechCred.Ohio.gov and the state will reimburse up to \$2,000 for each training upon completion of a credential.

The recently enacted state budget allocates funding for an additional 20,000 credentials through the program in each of the next two fiscal years to help Ohio businesses keep up with the demands of new technologies.

# **Workers' Compensation Enrollment**

The Dayton Area Chamber of Commerce's only endorsed workers' compensation provider, Sedgwick, is proud to deliver workers' compensation claims management and cost containment strategies to nearly 65,000 hardworking Ohio employers.

Enrollment materials have been mailed to you. Don't miss out on the opportunity to safe significantly on your workers' compensation premium. For traditional group rating, Sedgwick must receive your enrollment by November 17, 2021. For group retrospective rating, Sedgwick must receive your enrollment by January 26, 2022.

#### **CHAMBER NEWS**

### Support Your Chamber of Commerce Day is October 20

Mark your social media calendars for October 20 - Support Your Chamber of Commerce Day! We're asking our members to show their support by posting a photo of your team wearing chamber blue, and telling the world why the Dayton Area Chamber of Commerce matters. Use the hashtag #ChamberStrong, and tag us!



# 69th Annual Dayton/Miami Valley Safety Council Safety Conference & Symposium



Join us Wednesday, November 3, 2021 for workplace safety education, networking opportunities and an exhibitor showcase! Our Keynote Address is "A New Leash on Life: The K9s for Warriors Story" presented by Captain Louie Belluomini. Conference sessions include 10 regional and nationally recognized speakers who will provide education and training

opportunities for a wide variety of businesses.

Details and Registration

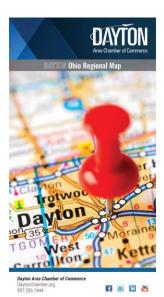
#### **Employees with childcare needs?**



Lack of access to quality, affordable childcare has kept some parents out of the workforce. If your employees need help with childcare solutions, we've compiled a list of free or subsidized resources available in the region.

Childcare Resource Guide

## Advertising Opportunities Now Available for Chamber's Regional Street Map



The Dayton Area Chamber of Commerce is pleased to once again be working with our Chamber Partner - the cartographic and marketing firm of Target Marketing - to publish a new, up-to-date, full-color Street Map and Resource Guide.

This publication will be the only official map endorsed and distributed by the Dayton Area Chamber of Commerce, distributed to locals, tourists, newcomers, and arriving professionals.

Members who want to be included this year will also have the option to be included on the popular GPS app, Waze. This app has 110 million users!

Request Info

#### **Update your Member Information**

Now's the time to update your account information with the chamber. Log in to your Member Hub account to update your subscriptions and preferences.

Log In

#### **HOT DEALS**

- Free Leadership Development Workshop
- Commercial Real Estate PROMO RATE
- Investment Real Estate PROMO RATE
- Business Term & Equipment Loans
- American Airlines Promotion
- 10% Off Exterior Restoration for DCOC Members!
- Griffin Academy offers last chance to purchase 64,000 sq. ft office building/2.7 acre parking lot in Salem Peace Corridor
- Discounted Pricing on Compensation Software
- Breakfast & Lunch at the Engineers Club of Dayton
- 15% Chamber discount on AIRPORT PARKING at Park-N-Go

Log in to your Member Hub for more details on **Hot Deals**, **Member**News and **Members' Events**.

Don't have an account yet? Click here to create one.

#### **MEMBER SAVINGS**



Did you know that many alternative discounts are available to help reduce your annual Ohio workers' compensation costs? Through the chamber's workers' compensation program, your organization can significantly reduce your workers' compensation costs through a variety of alternative rating programs. Our program, administered by Sedgwick, offers you quality service and stability through the complex workers' compensation environment.

If your organization is not yet participating in this member benefit and you would like to receive a free, no-obligation analysis from Sedgwick, please click below and submit an AC3 form.

Learn More

#### **NEW CHAMBER MEMBERS - SEPTEMBER**

- Levorchick Wealth Management
- GrowthZone
- G & D Auto Detail, LLC
- On Purpose Academy
- Greater Dayton Moving & Storage, Inc.
- Elliott Insurance Agency
- Germane Solutions
- Van Tec Marketing
- P & R Specialty Inc.
- Barbaricum
- Coach Shu, Inc.

#### **FIND A MEMBER**

Need an Expert?
Chamber Members Can Help



- Lodging, Travel, Conferences
- Manufacturing
- Other
- Real Estate, Moving & Storage
- Restaurants, Food & Beverages
- Shopping & Specialty Retail
- Transportation & Logistics

#### Find a Member Contact Us



This email was sent on behalf of Dayton Area Chamber of Commerce located at 8 N. Main Street, Suite 100, Dayton, OH {. <u>To unsubscribe, click here.</u> If you have questions or comments concerning this email, contact Dayton Area Chamber of Commerce at 937-226-1444 or <u>DaytonChamber@dacc.org</u>.



**CO-HOSTED BY** 







**OCTOBER 21, 2021** 

#### **SINCLAIR COMMUNITY COLLEGE**

Learn from renowned experts and community leaders at the 2021 PIVOT conference. Check out the individuals and organizations who will headline this year's event, and our featured education session that tackles the challenge of getting to carbon neutral and net zero in the new energy economy.

Earn AIA LU/HSWs, GBCI LEED Specific (BD+C, O+M, ID+C) and PDHs Continuing Education credits.

**REGISTER HERE** 

**HEAR FROM EXPERTS AND COMMUNITY LEADERS:** 

### ARE YOU AIMING FOR CARBON NEUTRAL OR NET ZERO?

Across the globe, companies, countries and communities are aiming for carbon neutrality and net zero emissions to limit the global temperature rise to 1.5C.

Whether you are a facility manager or a chief financial officer, you need to prepare for the new energy economy – one focused on electrification and shifting away from fossil fuels to renewable energy sources.

According to the International Energy Agency, the world can



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BOTANICAL GARDEN



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SCIOTO ANALYSIS



DR. FADHEL KABOUB

DENISON UNIVERSITY



CONNOR DONOVAN HEAPY



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SPEAKER RICHARD HEINBERG POST CARBON INSTITUTE



BEN McCALL

UD HANLEY

SUSTAINABILITY

INSTITUTE



TIM KRZYWICKI, PE HEAPY



DAVID ESLINGER
SIEMENS BUILDING
TECHNOLOGY



COMMISSIONER
DEBBIE LIEBERMAN
MONTGOMERY COUNTY

reach Net Zero carbon dioxide emissions by 2050 only if we triple our investment in renewable energy, which is equal to a \$4 trillion investment worldwide before the year 2030. This enormous shift will pave the way for significant economic activity, new technology and innovation.

You can be part of the change or left behind.

In the past two decades, higher education institutions have led the charge for sweeping changes to reduce greenhouse gas emissions and mitigate climate change. Most recently, 75 universities called for the United States to cut carbon emissions by 50% by 2030 with a goal of getting to Net Zero by 2050.

At PIVOT, you'll have the opportunity to learn from these higher education leaders about how they are creating a Net Zero future on campus, and the tools, tactics, and strategies they are implementing to bring about that change.

Don't get caught off guard by the drastic changes of the new energy economy. Attend PIVOT and learn from your peers to understand how you can prepare for a Net Zero future.

Earn AIA LU/HSWs, GBCI LEED Specific (BD+C, O+M, ID+C) and PDHs Continuing Education credits.

Click <u>HERE</u> to view all of the track descriptions.

#### **REGISTER HERE**

#### **AGENDA**

8:00 AM REGISTRATION OPENS

8:30 - 9:30 AM KICKOFF BREAKFAST with Inspirational Speaker

9:30 - 10:30 AM EDUCATION TRACKS (2 CONCURRENT SESSIONS)

TRACK 1 - The True Cost of Carbon: Unequal Impact and

Policy Response

TRACK 2 - The Business Case for Intelligent Building

Management

10:30 AM - 11:30 AM EXHIBITORS / NETWORKING

11:30 AM - 1:00 PM **KEYNOTE LUNCH** 

Multi-Sector Action to Mitigate Climate Change

1:00 PM - 2:00 PM EXHIBITORS / NETWORKING

2:00 - 3:00 PM PM EDUCATION TRACKS (2 CONCURRENT SESSIONS)

TRACK 1 - Climate Action at the Local Level

TRACK 2 - How Higher Education is Preparing for a Net Zero

**Future** 

3:00 PM - 4:00 PM NETWORKING RECEPTION

Cocktails and hors d'oeuvres will be provided

#### **KEYNOTE SPONSOR**



Reliable Power Professionals Since 1947

#### **EDUCATION TRACK SPONSOR**



#### **GREEN SPONSORS**



















#### **EXHIBITORS**

Belimo Americas
Buckeye Power Sales
CenterPoint Energy
Cummins Sales and Service
Drive Electric, Dayton Chapter
Eaton
Emcor Services Automated Controls
Hansen Distribution Agency (HDA)
HEAPY

Multivista
Solar Tint
Starline
Steffens-Shultz, Inc.
Stoermer-Anderson, Inc.
Validated Custom Solutions
Vertiv/Uptime Solutions
Viega

**Lathrop Trotter** 

Interface Johnson Controls Inc.

**Waibel Energy Systems** 

#### **SUPPORTING ORGANIZATIONS**















**REGISTER HERE** 

# DEVELOPMENT TOUR

THURSDAY, OCTOBER 21 - 2PM







#### **DOWNTOWN DAYTON DEVELOPMENT TOUR 2021**

Thursday, October 21st | 2:00pm

Put on your walking shoes and join us for the sixth annual Downtown Dayton Development Tour! This uniquely designed tour provides a sneak peek at some of downtown's largest redevelopment projects and will equip you with an inside perspective of the growing commercial and residential markets in downtown. Learn about development projects in the pipeline and how the pandemic has not stopped our city's progress.

#### **Tour Features**

The event combines a narrated walking tour with a series of stops at some of downtown's latest projects.

- The Manhattan (Crawford-Hoying | Woodard Development)
- Latest renovations at Stratacache Tower

- New loft-style offices at the 124 Building in the Fire Blocks
- Hotel Ardent (conversion of Barclay Building to boutique hotel)
- Preview of the soon to open second floor of the Century Bar
- Plus a narrated walking tour with updates on more places and projects

#### Agenda

2:00pm - Check-in at the Fire Blocks Parking Lot (28 S. Jefferson St.)

2:30pm - Walking Tours Depart

4:30pm - Tours Conclude with Happy Hour at the Century Bar

#### Cost\*

\$15 for Dayton REALTORS® & NAIOP Members | \$25 for Non-Members

\*Attendees will receive \$10 in <u>Downtown Dollars!</u>

#### **Parking**

Fire Blocks Parking Lot | 28 S. Jefferson St. | Dayton, OH 45402

#### Happy Hour (on a "Pop-up Patio")

The Century Bar | 18 S. Jefferson St. | Dayton, OH 45402

#### **Contact**

Scott Murphy, Downtown Dayton Partnership

murphy@downtowndayton.org | (937) 224-1518 ext. 223

Register











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#### Our mailing address is:

Downtown Dayton Partnership 10 W. Second St. Suite 611 Dayton, OH 45402



NEW! MONTHLY VIRTUAL LEARNING & DEVELOPMENT SERIES FROM SINCLAIR WORKFORCE DEVELOPMENT



# Notice what motivates your employees and use that knowledge to leverage performance and positive results.

The ability to influence is an essential leadership skill. To influence is to have an impact on the behaviors, attitudes, opinions and choices of others. Influence is not to be confused with power or control.

A leader's ability to have influence with others is based on trust in that relationship. In this session, we will discuss how a leaders level of influence can improve or distract from the ability to sell ideas, build an individual's motivation, and get teams to implement or support decisions.

# Influencer: The Essence of Organizational Success

October 21 10-11:30 a.m.



#### Save the Date!

November 18 The Power of Moments

**December 16**Getting a Leg Up in Leadership







