

Members Say



We are celebrating our one year anniversary as members of the Conejo Chamber and feel that our involvement with the Chamber has been a critical factor in our success. There are so many ways

to be involved. There are major Chamber events and fundraisers, smaller Chamber networking groups, one-on-one meetings with Chamber members, educational luncheons and so on. Each interaction helps to build our business network. We think being involved with the Chamber is simply the most cost-effective way that we can promote our business to the local community!

Mike Romance
Co-Owner
Vom Fass Westlake Village

Events

Breakfast: Fri., Sept. 9, 6:45-9 a.m., School-to-Career, Los Robles Greens, Thousand Oaks.

Mixer: Wed., Sept. 21, 5:30-7 p.m., The Oaks Shopping Center.

Taste of Conejo: Tues., Sept. 27, 4:30-8 p.m., Four Seasons Hotel Westlake Village.

Breakfast: Fri., Oct. 14, 6:45-9 a.m., Sheraton Agoura Hills Hotel.

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Online at www.conejochamber.org

We Create Opportunities for Business Success by

- Creating a strong local economy
- Promoting community
- Providing networking opportunities
- Representing the interests of business with government
- Taking political action
- Supporting a sustainable future



GOVERNMENT REPRESENTATION

California State Senator Tony Strickland Addresses Chamber's Governmental Relations Committee

At the July Governmental Relations Committee meeting, Senator Tony Strickland provided the latest update on state government to a capacity crowd. He opened his remarks stating, "It is my privilege to be the Chamber's voice in Sacramento."

The Senator provided information on the latest redistricting commis-

"California's best days are ahead, but we all need to work together."

sion maps and the boundaries recently drawn. The final maps were released on July 28 and sent to the Department of Justice for review. Upon completion of that review, the maps returned to the commission members for the final vote on August 15.



Governmental Relations Committee Chairman Ryan Van Ommeren (l), Senator Tony Strickland (r), and Chamber Director of Governmental and Economic Affairs Jan Smith (seated).

While discussing the past budget session, Senator Strickland reported that this year's budget negotiations had changed dramatically because fee increases need a two-thirds vote due to a recent ballot initiative. Key concerns include pension reform, as there is no way to sustain current levels unless major changes occur. Combining or eliminating some state offices and commissions should also be a top priority for easing the budget deficit. He also recommended a spending gap be put in place and spending limits be prioritized and reduced.

The senator reported that California has the second highest unemployment rate in the nation. He strongly supports both parties cooperating to improve the economy and to assist businesses—not only those currently in California, but those businesses that might be considering a move from another state. Strickland stated, "California's best days are ahead, but we all need to work together."

PROMOTING ECONOMY

Taste of Conejo Promises the Best of the Conejo Valley

The Greater Conejo Valley Chamber of Commerce invites you to the Taste of Conejo at the Four Seasons Hotel Westlake Village on

roundings of the Four Seasons Hotel Westlake Village. Pre-register online to attend the event at the discounted rate of \$35 for



Tuesday, September 27, from 4:30-8 p.m.

Experience the Conejo Valley through an unforgettable evening of exceptional food and spirits, stunning fashion, live music, dynamic demonstrations and more. More than 1,000 local professionals and residents are expected to attend.

This is a unique opportunity for guests to experience your business value, quality and customer service in person, in the beautiful sur-

roundings of the Four Seasons Hotel Westlake Village. Pre-register online to attend the event at the discounted rate of \$35 for members and \$45 for non-members. Tickets will be available at the door as well, \$50 for members and \$60 for non-members. Only those guests over the age of 21 will be allowed admittance. Go to TasteOfConejo.org to register online before September 21.

Look who is coming to Taste of Conejo! These featured guests (as of print deadline) are preparing an

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NETWORKING OPPORTUNITIES

Networking Groups Enhance Member Access to Fellow Chamber Professionals

For many businesses, the best new leads come from networking with other business professionals, and Chamber networking groups are a great place to begin.

Networking groups help business professionals support each other to promote their services and enhance their professional development among the membership.

The groups encourage the exchange of information, ideas and business referrals, which in turn promote the success of each member in the organization.

Currently, eight groups are available to Chamber members, each with a unique time and day of the week to fit into a busy schedule. Most of the groups try to have a diversity of professions.

For example, a group may restrict how many CPAs or architects can become members at any given time.

Some of the groups include a breakfast or lunch, and most of them have a small monthly or annual

membership fee.

A Chamber member may visit a networking group as a guest first, before making a final decision to join the group. Simply contact a group leader from the list below to find out if they need someone in your particular profession and make arrangements to attend the next meeting. More information is available on the Chamber's website at www.conejochamber.org.

Conejo Connectors
DATE: 1st and 3rd Monday
TIME: 4 p.m.
PLACE: Chamber
CONTACT: Michael Cardona
805.279.6602
<http://conejoconnectors.weebly.com/>

Conejo Professional Alliance
DATE: Every Tuesday
TIME: 7:20 a.m.
PLACE: Plug Nickel Restaurant
CONTACT: Debby Reed
805.777.1000
www.cpalliance.org

Business Breakfast Network
DATE: Every Thursday
TIME: 7:30 a.m.
PLACE: Plug Nickel Restaurant

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Greater Conejo Valley Chamber of Commerce

600 Hampshire Road, Suite 200
Westlake Village, CA 91361
805.370.0035 • Fax 805.370.1083
www.conejochamber.org

(Formerly the Thousand Oaks-Westlake Village Regional Chamber of Commerce)

EXECUTIVE COMMITTEE

Phillip A. Koonce, Chairman
PAK Financial Group

Jill Lederer, President/CEO
Greater Conejo Valley Chamber of Commerce

Pete Turpel, Chairman-Emeritus
Phone On-Hold Marketing Systems

John LaRocca, Chairman-Elect
Sage Bankcard

Leonard Greenlee, Treasurer
Baxter Healthcare

Marcia Sutton, Secretary
Dole Food Co., Inc.

Kristen Davis, Director-at-Large
Amgen, Inc.

Dave Friedl, Director-at-Large
CR Print

Susan Murata, Director-at-Large
Silver Star Automotive

DIRECTORS

Fariborz Aframian, Paris Cut Hair Design

Tracy Chudoba-Wood, Caruso Affiliated

George Cogswell III, Ventura County Star

Betsy Friedman, NAI Capital, Inc.

Mary Guy, First California Bank

Tammie Helmuth, Conejo Awards

Peggy Hinz

Matthew Huss
Sheraton Agoura Hills Hotel

Greg Kaapuni, Attorney at Law

Paul Long, Oaks Christian School

Matthew Midura, Pepperdine University

Jacqueline Pick, Doctor of Chiropractic

Yavar A. Rafieha
Power of Home—Agoura Design Center

Angel Robertson, Dallas Capital

Lisa Safaeinili, Westminster Free Clinic

Candice Shehorn, Key Pointe Coaching

Keith Sinclair, Sinclair Company

Mike Soules, Corwin - A SAGE Company

Greg Taylor, Hub International

Ryan Van Ommeren
California Lutheran University

Nicole Winner, WinnerQuotes Insurance

CHAMBER STAFF

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President/CEO

Sue Tuttle
Controller

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Director of Governmental/Economic Affairs

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Sarah Ekeberg
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Assistant Editor

Suzanne Sommer
Membership Director

Liz Barrett
Membership Representative

Kelli Lighthizer
Director of Community Relations & Events

Barbara Brown
Community Coordinator

PRESIDENT'S MESSAGE

Building a Great Business

As I write this today, the Dow Jones has just taken a 400 point drop and debate continues about the recently adopted solution to raise the debt ceiling and our country's economic problems. There is much that is uncertain about the future but there are a few things we do know:

The free market economy that our country is built on will always find a way to right itself and succeed. Great businesses are built during a recession and existing businesses that will thrive in the future are those that position themselves to do so.

The most important thing each of us can do is harness our concerns and focus on the day-to-day operations of the businesses we run. Follow that strategic plan that



Jill Lederer
President, CEO

you worked so hard on. If you don't have one, meet with your stakeholders, mentors, valued employees and advisors and write one! If you need help writing one, the Chamber has seminars in how to do it and/or revise your ex-

isting plan, if necessary.

This is the time to function in a focused manner, one task at a time, moving forward through the noise of the international economy. Is today the day you incorporate QR codes into your marketing? Or the day you make sure to contact at least one customer to listen to their feedback? Is it the day you get in just a little earlier to view a competitor's website to gather information on what they are doing that you admire or are glad you're not doing?

Even in the midst of uncertainty, growth is possible and in fact, inevitable. It all begins by selecting one thing to do today that you didn't get to yesterday. The agile business, no matter what the industry sector, will be the beneficiary of the future economy. You become agile, day by day, not all at once and it is focusing on each task of the journey that will help you navigate your business and career successfully into the safe waters of the new economic recovery.

FOUNDATION

Teacher of the Month Program is Recruiting Business Partners

Would you like to recognize teachers and seize an opportunity for visibility for your company for as little as \$25 per teacher? Give back to the community through the outstanding *Teacher of the Month* award program for the Conejo Valley and Las Virgenes Unified School Districts.

The Greater Conejo Valley Community Foundation, under the auspices of the Chamber, honors 13 teachers throughout the school year. These teachers, who are selected by their peers at each district, are surprised and honored monthly with gifts from Chamber members and elected representatives.

As a participant and presenter, a group photograph is printed along with your company name, in the Chamber's *Conejo Business Times* during the school year.

Contact Tania Garcia, Chair of the Program at Tania.Garcia@csuci.edu or Jan Smith at the Chamber, jsmith@conejochamber.org, 805.370.0035, for additional information and to join a group of Chamber professionals who participate every month.

MEMBERSHIP BENEFIT

New Attorney Affinity Program Connects Chamber Members with Local Attorneys

A novel and unique program between the Ventura County Lawyer Referral and Information Service (LRIS) and the Greater Conejo Valley Chamber of Commerce brings new opportunities to local attorneys and local businesses. In light of the changing economy, Steven Lehat spearheaded this simulating program to create a bridge between the needs of local business owners and to generate attorney referrals. The program provides Chamber members with referrals to local attorneys through its Affinity Program.

Many business owners do not consult an attorney until there is a problem. A "win win" for both sides, the Affinity Program allows business owners to develop relationships with attorneys so they will be comfortable seeking guidance throughout the growth of their business. Attorneys will have the ability to mix and mingle with Chamber members at such monthly events as Jump Start Networking Breakfasts, Lunch and Learn seminars, Networking at Night Mixers and other Chamber events.

Lehat is the driving force behind the Affinity Program. Since the early 90s, Lehat has created many other innova-

tive programs between referral services and chambers of commerce across the United States. He developed a successful practice in the Newport Beach area specializing in intellectual property, securities and international trade. Recently, Lehat opened an office in Ventura County. Looking to contribute to the local legal community, Lehat joined the LRIS board in December 2010. The Chamber's professionalism, commitment to its members, and their demographics motivated Lehat to pioneer the Affinity Program.

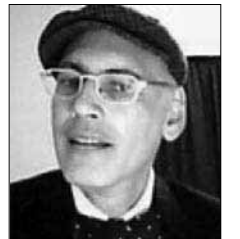
To receive referrals from Chamber members, attorneys must first enroll or already be members of LRIS. Next, attorneys contact Alex Varela-Guerra (at VCBA (Ventura County Bar Association), 805.650.7599 to obtain an application for the Greater Conejo Valley Chamber of Commerce Pilot Program. Once enrolled, attorneys will be eligible to receive referrals from Chamber members. In exchange, attorneys should be committed to giving a discount to Chamber members on a case-by-case basis.

Attorneys enrolled in the pilot program will also have access to specific programs targeted at the business as-

pect of building and running a law practice. Each quarter will bring a different state-of-the-art program focused on assisting a law firm's function as a business. Attorneys will also have the opportunity to make 30-minute presentations about his or her area of expertise directly to Chamber members at Lunch and Learn events. Participation in this program will create great opportunities for attorneys not only to obtain new clients, but also to build relationships within the local business community that may allow them to become long-term, trusted advisors.

Reprinted with permission from Citations, published monthly by the Ventura County Bar Association.

Written by Rachel Coleman, an associate attorney practicing business and civil litigation at DK Law Group. She is also a board member of Ventura County Barristers and a Citations editorial board member.



Steven Lehat

**Chamber Members:
For a referral to an
Affinity Program
Attorney, contact
the Ventura County
Bar Association at
805.650.7598.**



MEMBER EDUCATION

HR Committee Outlines Leadership Skills—What New Supervisors and Managers Need to Know

Ginger Beason, Senior Human Resources Manager at Barrett Business Services, Inc. (BBSI), was the keynote speaker for the quarterly meeting of the Chamber's Human Resource Committee.

Beason presented information on identifying the qualities of effective leaders; understanding different leadership styles; building credibility and trust; and how to use leadership skills to ensure success by leading employees skillfully in challenging times.

She also provided basic leadership techniques including empowerment, motivation, delegation, accountability, participation and feedback.

Feedback was mentioned as a key issue and should be conducted on a timely basis and its importance should be explained to the participants. A feedback session also becomes an opportunity to identify what the participants have done well or poorly and provide reinforcement for participation.

Beason also discussed the modification of leadership roles during times of change, such as the effect of a downturned economy. Leaders



Ginger Beason
Barrett Business Services

should appreciate the value of change; be willing to try new approaches; develop an appetite for challenges; help employees understand the change and become lifelong learners.

Her remarks concluded with the fundamental points to remember: the most effective supervisors and managers are always skillful leaders; leadership skills help you motivate and guide workers to perform at their best; good leaders develop loyal and productive employees who make important contributions to the organization; and leadership skills can be learned and developed.

COMMUNITY COLLABORATION

Chamber President to Participate in 10th Anniversary Commemoration of 9/11 at Pepperdine

The Greater Conejo Valley Chamber of Commerce members and their families are encouraged to join Pepperdine for a special 9/11 remembrance on Pepperdine's Malibu campus on Sunday, September 11, 2011 commemorating the 10th anniversary of the attacks on America.

Amid a breathtaking display of 2,976 flags on the University's expansive lawn—honoring the victims and emergency responders who died on 9/11—Pepperdine will present a reading of the victims' names beginning at 11 a.m.

Jill Lederer, President/CEO of the Chamber, will join individuals from the Pepperdine community in reading the names.

At 4 p.m., Pepperdine will hold an hour-long memorial service commemo-

rating the lives of our fallen heroes. The program will include remarks by Pepperdine President Andrew K. Benton and Deena Burnett-Bailey whose husband, alumnus Thomas E. Burnett, Jr., was one of the heroes who perished on Flight 93 in Pennsylvania.

Also scheduled is a 1 p.m. viewing of the film, United 93 at Elkins Auditorium portraying the heroism of United Flight 93 crew and passengers, who fought back against the terrorists. Pepperdine Heroes Garden, located on a bluff overlooking the central campus and the Pacific will be open to visitors all day long.

For more information contact Jerry Derloshon, Senior Director of Public Affairs, at Pepperdine 310.506.6485; jerry.derloshon@pepperdine.edu.

SUPPORTING BUSINESS

Team Verizon Presents Tablets as Business Tools to the Technology Committee



Ara Ghanbarian, Joshua Ryder and Kyle Verry, from Verizon Wireless.

It's not a laptop, it's not a netbook and it's not a smart-phone. Maybe it's all three?

The local Verizon Wireless business account team revealed the ins and outs of the tablet landscape to the July Technology Committee.

As 2011 progresses, these low-cost mobile devices will continue to gain strength in capabilities and sales. Kyle Verry presented to the group how tablets can reduce paper, improve productivity, and have mobile capabilities

that can optimize business functions.

Join the forum to learn more about the tablet technology landscape.

The Technology Committee is held on the third Thursday of the month, 11:45 a.m. - 1 p.m., in the Janet Levett Conference Center at the Chamber. Pre-register online at www.conejochamber.org or call 805.370.0035.

See page 5 of the *Conejo Business Times* for details on the September committee meeting.

COMMUNITY RECOGNITION

Calling for Gala Recognition Award Nominations

The Chamber Board of Directors is seeking nominations from the Chamber membership for the following prestigious awards to be presented at their annual recognition dinner in 2012:

Business of the Year – This distinguished award is presented to a local business that is a member of the Chamber of Commerce who demonstrates good business practices and customer ser-

vice, and exemplifies outstanding service to the community.

Man of the Year – This distinguished award is presented to an outstanding gentleman who demonstrates high standards, ethics and service to the Chamber of Commerce and the community.

Woman of the Year – This distinguished award is pre-

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Networking

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CONTACT: Debbie Morris
805.889.2692
www.bbnto.com

Preferred Referral Alliance
DATE: Every Thursday
TIME: 7:30 a.m.
PLACE: Brent's Deli
CONTACT: Deborah Morgan
805.496.2828
www.pranetwork.com

The Westlake Leaders
DATE: Every Thursday
TIME: 11:45 a.m.
PLACE: The Greenhouse Cafe
CONTACT: Alan Cohen
805.509.1962
www.westlakeleaders.com

"NRG" New Referral Group
DATE: Every Monday
TIME: 11:45 a.m.

PLACE: Plug Nickel Restaurant
CONTACT: Bob Lotto
805.469.5688

Nightlite Networkers
DATE: 1st and 3rd Tuesday
TIME: 5:30-7 p.m.
PLACE: Aviana Real Estate Bldg.
2555 Townsgate Rd. # 200
CONTACT: Sarah Reznick
805.496.6891
<http://nightlitenetworking.com/>

Synergy Business Connections
DATE: 1st and 3rd Thursday
TIME: 10-11 a.m.
PLACE: Chamber
CONTACT: Debbie Soden
805.300.0936
<http://www.synergyconejo.com/>

Guests must RSVP to the networking group prior to attending a meeting. To become a networking group member, you must be a Chamber member.

Meet the Chamber Board Members

The Chamber continues in this and subsequent issues of the Conejo Business Times, to introduce readers to members of the Chamber's Board of Directors. Board members devote significant time to the Chamber, attending monthly meetings and Chamber functions.



George H. Cogswell III

George H. Cogswell III is President and Publisher of the Ventura County Star and Regional Publisher, E.W. Scripps Co., West Coast Newspapers.

Cogswell began his career in newspaper in 1984, in the Boston area. Prior to coming to Ventura, he was the President and Publisher of the Scripps' owned Abilene (TX) Reporter News.

Some of Cogswell's community involvement and diversions include Past Chairman of the Board, Oxnard Chamber of Commerce and Board of Directors for the Camarillo Chamber of Commerce, Greater Conejo Valley Chamber of Commerce, VCEDA (Ventura County Economic Development Assoc.), Ventura County United Way, El Concilio, Big Brothers Big Sisters of Ventura County, Boy Scouts of America, Oxnard Branding Committee, Honorary Commander of Naval Base Ventura and Workforce Investment Board of Ventura County.

The Cogswell family has a great history. The first Cogswells arrived in this country in 1627 from England on the Angel Gabriel. Cogswell has two sons; George IV, age 32, and Todd, age 30. He has two grandchildren, George V, age 10, and Chloe, age 7. Cogswell was recently married to Claudia Valenciana of Ventura. He is a Big Brother to an 11-year-old from Oxnard, and previously coached Little League Baseball for 25 seasons all across the U.S. He is an avid fan of New England Patriots, Boston Celtics and Boston Red Sox.

Promote Your Business in 2012

Chamber members who are interested in hosting a **Jump Start Networking Breakfast** or a **Networking at Night Mixer**, please contact:
KLighthizer@conejochamber.org
805.370.0035
www.conejochamber.org/sponsorship.aspx
Deadline is
Monday, October 4, 2011



Thank You for Renewing

Exceptional businesses invest in the Chamber because they recognize the value of membership.

41 Years Taco Bell/Engen Enterprises, Inc.	Skyworks Solutions, Inc. United Way of Ventura County
37 Years Rotary Club of Thousand Oaks	10 Years Balance Your Books The Benefit Center, Insurance & Financial Services
32 Years NBS Financial Services, Inc.	9 Years Coldwell Banker / Dennis Lea Employer's Legal Advisor, Inc. Selvin Properties State Farm Insurance / R. Hore
30 Years Rotary Club of Westlake Village Noon	8 Years Valley Aire - Heating, Air Conditioning & Fireplaces
29 Years Gelson's Market	7 Years American Cancer Society - Central & Greater Ventura County Oakview Apartments
27 Years Ormsby, Bradford S., CPA	5 Years Computer Power Unlimited Seeger Benefits & Insurance Services
26 Years Las Virgenes Unified School District	4 Years AB Caffe Services Diamonds & Champagne The Oaks Shopping Center
25 Years Pinecrest School	3 Years Total Body Fitness, Inc. Z-Ultimate Self Defense Studios - Thousand Oaks
24 Years Westcord Commercial R.E. Services	2 Years Automated Lighting Services Ben-E-Lect Embroider This... Promote That! Famous Dave's BBQ Four Friends Gallery Nasch Properties, LLC Sinclair Company Video & Audio Center
22 Years Villa Esperanza Services	1 Year Beds Unlimited Carrie MacLean / Arbonne Independent Consultant Chaffee, Gary DDS - Paraiso Family Dental & Orthodontics MVP Baseball and Softball Academy, LLC OwieBowWowie & Friends PNC Mortgage Remedy Skin & Body - Thousand Oaks Thousand Oaks Fireside Design Center
21 Years First California Bank Robertson Properties Group	12 Years Decor Color & Design Oaks Christian School PC Heaven U.S. Bank - Westlake Village Ziv Studio For Smile Design
20 Years Westlake Golf Course	11 Years US Data Corporation WD Tax Services
19 Years State Farm Insurance / G. Petrick	
18 Years Servpro of Thousand Oaks	
16 Years Thousand Oaks Republican Women Federated Ladin Lincoln-Mercury	
15 Years Calvary Community Church	
14 Years Job and Career Center New West Symphony	

PROMOTING BUSINESS

Business Briefs: Announcements

CI Named a "2011 Great College to Work For"

For a second consecutive year, CSU Channel Islands (CI) has been named one of the best universities in the nation to work for, according to The Chronicle of Higher Education. Only 111 of the 310 institutions achieved recognition for specific best practices and policies.

Even more significantly, CI was named on The Chronicle's 2011 Honor Roll, where only 42 institutions nationwide were recognized in at least five categories.

CI won honors in seven categories this year: Collaborative Governance, Teaching Environment, Compensation & Benefits, Confidence in Senior Leadership, Respect and Appreciation, Tenure Clarity & Process, and Diversity.

For more information and to view all the results of the survey, visit The Chronicle's Web site at <http://chronicle.com/academicworkplace>.

Third Annual Best Stuff Celebration Benefiting the My Stuff Bags Foundation

Join My Stuff Bags on Saturday, September 24 at 6 p.m. for an adult evening of food, fun, silly contests and crazy games.

The proceeds will provide duffel bags filled with new belongings for abused and neglected children entering shelters with nothing of their own.

Local restaurants and wineries will serve gourmet tastings. Entertainment and games will take place on the beautiful grounds of host Leonis Adobe Museum Rancho, 23537 Calabasas Road in Calabasas.

Please call 818.865.3860 or go to www.mystuffbags.org to make your required reservations or to inquire about our sponsor and donor opportunities.

Double Your Sales and Productivity with Next Level Coaching

Steve Wilson with Next Level Coaching is offering this 15 session tele-class beginning September 12. If your growth has slowed and you are paid by commission, billable hours or transactions, this may be the solution to make 2012 the best year ever.

You will learn from seven-figure income producers—people who have done it.

For a description and schedule of each of the one-hour tele-classes go to *Next Level Coaching's website at www.NLC1000.com*.

If you register for any of the classes and are a Greater Conejo Valley Chamber of Commerce member, be sure to tell the registrar in order to receive the 20 percent discount for all Chamber members.

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PROMOTING BUSINESS

Welcome New Members

Seventeen Businesses Invest in Their Success

We welcome 17 new members. Be sure to check out their services and products, and use them whenever possible. Learn more about them at www.conejochamber.org. There's strength in our numbers!

BetterWorks	Community Funding Solutions	JDG Recycling	State Restoration, Inc.	The Pergamos Factor
Chase Bank - Thousand Oaks	Goodwill Southern California	Loud Voice, Inc.	Studio Solanet, LTD.	To The Max Nutrition & Smoothies
Chef Richard's Private Parties and Catering	Jafra Cosmetics	Qdoba Mexican Grill	TelePacific Communications	White House/Black Market
		State Farm Insurance / Chris Bluth		Work Scorecard.com



Networking at Night Mixer

A Networking Affair in Award-Winning Style


**Wednesday
October 19, 2011
5:30 - 7 p.m.**

Hosted by:
Conejo Awards
2955 E. Hillcrest Drive #104
Thousand Oaks, CA 91362

You are invited to attend a most glamorous affair hosted by the award-winning business, Conejo Awards. Network down the red carpet with fellow distinguished guests, enjoy glitzy ceremony swag and indulge in Panera Bread's tasty fare.

Chamber Members: \$5 Non-Members: \$15
For more information, call or visit:
805.370.0035 • www.conejochamber.org
Join us on Facebook

NETWORKING · FOOD · PRIZES · MUSIC · NETWORKING



JUMP START

Networking Breakfast

Pass the Mic at the Non-Profit Showcase

Friday, October 14, 2011 · 6:45 - 9 a.m.

Support local non-profit organizations and take advantage of a great 30-second verbal commercial opportunity to promote your business! Debut a new elevator pitch, learn more about what non-profits are doing in our community and discuss what we can do to help make a difference.

Sheraton Agoura Hills Hotel
(Formerly the Renaissance Agoura Hills Hotel)
30100 Agoura Rd., Agoura Hills, CA 91301

Registration and networking begin at 6:45 a.m.
Program starts at 7 a.m.

Special thank you to breakfast sponsor:
Smith & Wooton LLP™
CERTIFIED PUBLIC ACCOUNTANTS
Emcee: Dave Burns, Cover2Cover Music

Pay by 10 a.m. Thursday, Oct. 13, & save!

Members: \$20, and listing on the Networking HOT SHEET!
Non-Members: \$30
Walk-In Members: \$27 · Non-Members/Guests: \$37
No refunds or transfers

Greater Conejo Valley Chamber of Commerce
600 Hampshire Road, Suite 200, Westlake Village, CA 91361
805.370.0035 FAX 805.370.1083 www.conejochamber.org



PROMOTING BUSINESS

Meet the New Members

Dzyn Ur Lyf Offers Real Life Guidance

Dzyn Ur Lyf.com is a lifestyle web magazine for teens, young adults and beyond.

Dzyn Ur Lyf's goal is to encourage resourceful, creative thinking that will keep users open to new opportunities.

The website provides ideas and stories to encourage inspired living.

With an extensive background in fashion and inte-

rior design, founder, Elizabeth Ribons, author, speaker and entrepreneur encourages exploration and creativity through her online web magazine, video series, books and events.

Get real stories of real people who have realized their dream and are living it. Learn the reality of many different careers and professions.

Inspiring young people to chase their dreams, check it out at dzyrnurlyf.com.

Chef Richard Makes an Occasion Special

Chef Richard's Private Parties and Catering is proud to announce that they are available for your parties, events and special occasions.

The holiday season will soon be here, if you are looking to entertain family, friends or clients, Chef Richard's catering will be perfect for your needs.

Whatever your interest from casual to fine dining, they can design a perfect

menu to suit your tastes. They specialize in hors d'oeuvres, salads, appetizers, main courses and desserts—classic food with a contemporary twist.

With over 12 years of experience cooking at popular area restaurants Chef Richard's Private Parties and Catering can fulfill any request to make that special occasion something to remember.

For more information, visit www.chefrichardcatering.com, call 818.961.6742 or email at rickrosenblum@hotmail.com.

CRUSH | PR Helps Their Clients Grow

CRUSH | Public Relations was founded in 2011 by Jon M. Myers, a Conejo Valley native who has worked the last several years for Governor Schwarzenegger in a variety of communications positions.

Myers opened CRUSH | Public Relations with local businesses and organizations in mind.

Experienced in a variety of industries, from food and

wine to environmental and health care, CRUSH Public Relations is focused on helping their clients grow and succeed by increasing their exposure in new media as well as traditional media.

CRUSH | PR is made up of communications strategists, expert writers, and specialists in social media and offers media relations, crisis communications, media training and digital communications.

Learn more at www.crush-pr.com.

White House/Black Market Commits to Outstanding Service

The premier fashion professionals at White House/Black Market located on 2200 Thousand Oaks Blvd at the Lakes in Thousand Oaks, has the greatest passion to make women feel beautiful.

Their clothing is a symbol of who they are—the honest simplicity of black and white and the remarkable individuality of the different styles created from it.

White House/Black Market is bold and graceful at cocktail hour, sophisticated and chic on the weekends.

An outfit from White House/Black Market brightens every room it ends up in, as the beauty of each piece is apparent in every single detail. White House/Black Market wants its customers to feel that every place they go is more beautiful simply because they are there.

To learn more about White House/Black Market and its pledge to quality clothes and customer satisfaction call 805.449.1409.

Making More Possible: BrightStar Care comes to Thousand Oaks

BrightStar of Thousand Oaks opened its doors in September and promises quality care and peace of mind.

BrightStar of Thousand Oaks provides a full continuum of homecare (including adult and elder care), childcare (including newborn care, babysitter and nanny services), in addition to medical staffing services for individuals, families and healthcare facilities.

BrightStar was started

out of a desire to find a more dependable, supportive and complete care business. Each client receives a personal assessment conducted by a registered nurse.

In addition, an individualized plan of care is created aimed at not only improving health, but enhancing quality of life as well.

BrightStar provides care in the comfort of your loved one's home, a place where they want to be and feel more comfortable.

BrightStar's passion for helping people is why BrightStar exists.

Visit www.brightstar-care.com/thousand-oaks or call 805.233.3800.

Gala Nominations

—Cont. from page 3

sented to an outstanding woman who demonstrates high standards, ethics and service to the Chamber of Commerce and the community.

Volunteer of the Year — This distinguished award is presented to an individual

who has given his/her time and talents to the Chamber of Commerce and the community.

Deadline for Nominations is Friday, September 30, 2011. Nominations will only be accepted on the nomination form. Forms are available at www.conejo-chamber.org.

Taste of Conejo

—Cont. from page 1

unforgettable evening for you to enjoy a true taste of the Conejo Valley.

AB Caffe Services, ABRA Gallery, American Vision Solar, Anheuser-Busch InBev, Bogart's Bar & Grill @ Muvico 14 Thousand Oaks, Cantara Cellars, Champagne French Bakery Café, Chef Richard's Private Parties & Catering, Claim Jumper, Cover 2 Cover Music, Creative Canyon, Crunchies Food Company, Dr. Jacqueline Pick, East Oaks Dental Group, Fresh Brothers, I Would Rather Be Baking Co., Jack's Shoes of Westlake, Kiwanis Club of Thousand Oaks, Ladyface Alehouse & Brasserie, Lazy Dog Café, Let's Get Cookin', Lockheed Federal Credit Union, Marmalade Café, Massage Envy Spa - Thousand Oaks, Mastro's Steakhouse, Monrose Catering, Nate n Al, Nothing Bundt Cakes, Pacific Monarch Resorts, Peet's Coffee & Tea, Pierre's Catering & Rentals,

—Cont. on page 6

Technology Committee is Open to All Chamber Member Businesses

Keep Up With The Changes; Join the Tech Committee

Thurs., Sept. 15, 11:45 a.m.- 1 p.m.

Cloud Computing: Increase Productivity with Programs and Files on the Web

Speaker: Andreas Raab, 4Service, Inc.

Cloud computing can transition small- and medium-sized businesses and organizations from running their own expensive IT departments into a greener, more cost-effective, efficient, productive, managed cloud computing system.

Learn the ins and outs of how your business can:

- Save on equipment purchases.
- Increase data security.
- Scale to your computer needs by adding new servers within minutes.
- Increase performance—no more downtime from viruses, spyware or workstation issues.

The Technology Committee is held at the Levett Chamber Conference Center. Go to www.conejochamber.org to pre-register, or call 805.370.0035.

Have You Ever Considered Becoming an Ambassador?

Would you like to become a member of the Greater Conejo Valley Chamber's Ambassadors? This highly visible welcoming arm of the Chamber is now accepting applications.

Qualifications include: you must be a Chamber member in good standing for 90 days; you must attend mandatory meetings, which are the last Tuesday of every month at noon; and you must attend at least 50 percent of new member ribbon cuttings that occur approximately three afternoons (at 4:30 p.m.) per week.

An Ambassador also participates and welcomes guests at the Networking at Night Mixers, held from 5:30-7 p.m. on the third Wednesday of every month.

If you would like to apply, please respond to Jan Smith at jsmith@conejochamber.org for an application. She or Kim Woods, Consul General, Kim-Woods@verizon.net, will address additional questions you may have.

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BUSINESS EDUCATION

Free Lunch and Learn Business Seminars Slated for September

Learn from peers and pros at the Chamber's free lunchtime education series. Bring your own brownbag lunch and join fellow Chamber members at the Janet Levett Chamber Conference Center, 600 Hampshire Rd., Suite 202, Westlake Village.

This series is open to the first 20 respondents and advance reservations are suggested.

Lunch and Learn is free to Chamber members. Non-member cost is \$10. Pre-register online at www.conejochamber.org to reserve your place. Call the Chamber at 805.370.0035 for further information.

Wed., Sept. 7, 12-1:30 p.m.

Drive Business to Your Website: How to Steer Potential Customers to Your Website for FREE

Moriah Scoble,
Symbiocracy.
com



This seminar offers an overview of Search Engine Optimization (SEO).

Online networking provides a simple and affordable method to facilitate small business marketing. Learn the basics and more at this powerful presentation.

Wed., Sept. 14, 12-1:30 p.m.

How to Establish and Maintain Your Business Entity

Scott W. Williams,
The Small
Business Law
Firm



This presentation discusses the various business entity choices for small businesses, and what needs to be done to maintain them after they are established.

- The pros and cons of sole proprietorships, general partnerships, corporations and LLCs and whether the entity should be formed in California or out of state.
- Entity maintenance, such as stock/membership certificates, meeting minutes, and annual statements.
- Dissolution of certain entities from a legal perspective.

Scott W. Williams, Esq. is the principal attorney of The Small Business Law Firm, P.C. His firm focuses on the ongoing legal needs of small businesses and handles entity formations, partnership agreements, general transaction an litigation, and employment law defense.

NETWORKING AT NIGHT

Westlake Yacht Club Mixes Up a Nautical Evening of Chamber Networking

It was a perfect summer evening of smooth sailing and networking at the Westlake Yacht Club.

Guests enjoyed great food and desserts, along with fantastic door prizes and valuable networking opportunities.

Chamber mixers are a great way to make new contacts to enhance your business. For information on future events visit www.conejochamber.org.

A multitude of terrific raffle prizes were donated, including:

- Gift certificate entitling bearer to a 50 percent discount for round-trip transportation plus Green Jeep Transport polo shirt, donated by Green Jeep Transport,
- Westlake Yacht Club souvenirs including a Yacht Club blanket and two thermos mugs with a tote bag, donated by Westlake Yacht Club,
- Touro University Worldwide gift basket including a 40 percent scholarship

a for Master's Degree at Touro (value \$7,800), \$25 gift card for Coffee Bean and Tea Leaf, coffee cups, mug and coffee beans, donated by Touro University Worldwide,

- Two-hour sailing excursion on the lake with Commodore Rob Schaefer, donated by Westlake Yacht Club,
- Cocktail cruise with Lynda and Howard Brenner, donated by Westlake Yacht Club,

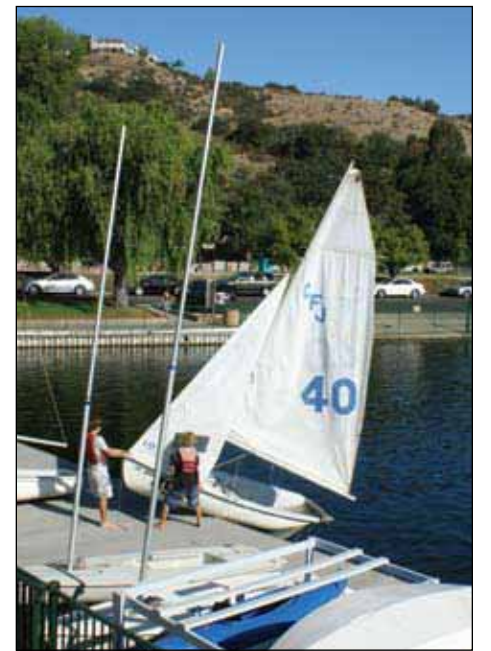
- Two thinking pattern analyses plus coaching session, donated by Applied AxioMetrics,
- Gift certificate for two to see any show, donated by Conejo Players Theatre,
- First month free rent with free use of move-in truck and lock, donated by So Cal Self Storage Westlake, and
- Comprehensive evaluation of desktop computer or laptop, donated by Computer Power Unlimited.



The Yacht Club is in the charming building near the southeastern portion of the lake.



Guests enjoyed a plethora of hors d'oeuvres.



Westlake Yacht Club offers affordable membership and activities for all ages.

Taste of Conejo

—Cont. from page 5

Qdoba, Remedy Skin + Body, Riverbench Winery, Sabor Cocina Mexicana, Saddle Peak Lodge, Sheraton Agoura Hills Hotel, Signature Hand Engraving, Stonefire Grill, Sunset Hills Country Club, Sushi Planet, Sweet Arleen's, The Canyon Salon, The Napa Tavern, The Olive Vineyard, To The Max Nutrition and Smoothies, Togo's, TOI Tapas Bar & Lounge, Tommy Bahama, Total Wine & More, Total Woman Gym & Day Spa, Trader Joe's - Agoura Hills, Twyla K, Valley Bakery, Ventura Limoncello Company, Vom Fass, Wades Wines, Westlake Yacht Club, Wine-Shop at Home, YogaWorks and Zin Bistro Americana.

Special thanks to our Taste of Conejo sponsors:

Lead Sponsor—Silver Star Automotive Group.

Premier Sponsors—First California Bank and Four Seasons Hotel Westlake Village.

Event Sponsors—California Lutheran University, Calvary Community Church, BOGOPOD, Capital Source Bank, Conejo Deals, Costco Wholesale, First Bank, Fitness Movement, Montecito Bank & Trust, Oaks Christian School, Playlist 92.7 FM, Power of Home, Sheraton Agoura Hills Hotel, Sherwood Development Company, Society Social Calendar Magazine, Ventura County Star, Waste Management and Welcome to the Neighborhood Magazine.

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Robert Lee
Managing Partner and Principal,
SIG Equity Partners, LLC
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BREAKFAST NETWORKING

Team of HR Professionals Joins Forces to Lead a Dynamic Morning of Business Learning

The August Jump Start Networking Breakfast challenged employers on the human resources management

topic of *Hire, Inspire, Retire or Fire—Managing the Employee Life Cycle*. Held at the Los Robles

Greens Banquet Center, in Thousand Oaks, California HR Rescue's Kay Diamond joined forces with Lou Klein, Employment Law Attorney with Jackson DeMarco Tidus & Peckenpaugh, and Leo Costantino, Risk Management Inspector General, Los Angeles County, to lead a dynamic discussion about a strategic approach to managing employees.

The breakfast sponsor was Insperty. The emcee was Dave Burns of Cover 2 Cover Music.

For future Chamber events, visit the calendar section of the Chamber's website.

A multitude of terrific raffle prizes were donated

for the breakfast, including:

- Men's golf shirt, donated by Big Brothers Big Sisters of Ventura County,
- \$50 gift card to Mastro's Steakhouse, donated by Mastro's Steakhouse,
- \$25 gift card to Starbucks, donated by Welcome to the Neighborhood Magazine,
- Set of two eco-friendly reusable water bottles, donated by Conejo Awards, and
- First month free rent with free use of move-in truck and free lock, donated by So Cal Self Storage Westlake.



New members introduced themselves and their businesses to the breakfast guests.



Jim Buch
Insperty



Howard Brenner
Insperty



Kay Diamond
California HR Rescue



Leo Constantino
County of Los Angeles



Lou Klein, Jackson DeMarco
Tidus & Peckenpaugh

Lunch and Learn

—Cont. from page 6

Wed., Sept. 21, 12-1:30 p.m.

Be the Best Networker You Can Be: Learn the Art of Business Networking

Same day as the Mixer. Learn at lunch, practice that evening at the Networking at Night Mixer.

John LaRocca,
Sage Bankcard



Sarah Shirazi Reznick,
Edward Jones



Nicole Winner,
Winner Quotes Insurance



Discuss how to meet, greet, network and get qualified leads at the evening's mixer.

- Five biggest networking mistakes.
- How to feel comfortable with cold introductions.
- How to manage leads.
- Choosing your power partners.
- Critiquing your result.

Choose Belmont Village Thousand Oaks

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Choosing a Senior Living community is one of the most important decisions you'll make for your family. There's a lot to consider. Care and safety are top priorities, but lifestyle and independence are important too. At Belmont Village, we don't think you should have to choose one or the other. As a leader in assisted living and memory care, we're known for our high operating standards, cutting edge enrichment programs, beautiful communities, and exceptional hospitality. When it comes to Senior Living, you should only have to make one choice.

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- Free scheduled transportation daily
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- Technology center with wi-fi access
- Social activities and events
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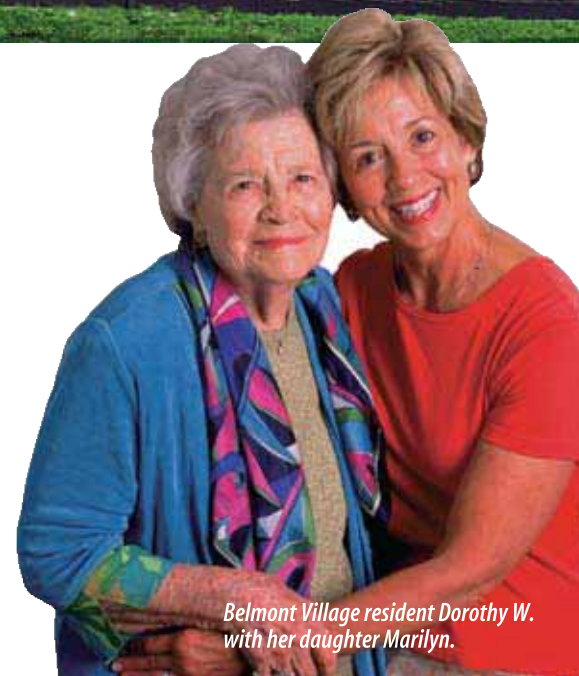
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Belmont Village resident Dorothy W. with her daughter Marilyn.

RCFE Lic. 565801746 Above: Artist's Illustration

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Business Briefs

—Cont. from page 4

Renaissance Hotel Becomes The Sheraton Agoura Hills Hotel

On July 28, The Renaissance Hotel converted into The Sheraton Agoura Hills Hotel. As part of this conversion the hotel will undergo a \$6.6 million renovation to be completed in the coming months to enhance the overall guest experience.

The renovation will upgrade the hotel's technology, meeting rooms, lobby, restaurant, fitness center and guest rooms.

The guest rooms will feature the all-white Sheraton Sweet Sleeper bed designed to meet AAA's Five Diamond Award criteria. Meeting space will expand providing more flexibility for large groups to take advantage of the renovated property.

Renovations will also include the

creation of an outdoor California room as an extension to the newly designed lounge that showcases the surrounding mountain setting.

The property will continue to be managed by Davidson Hotels and Resorts. The Sheraton Agoura Hills falls under the umbrella of Starwood Hotels and participates in the Starwood Preferred Guest program.

The Sheraton Agoura Hills is located at 30100 Agoura Road in Agoura Hills. To contact The Sheraton Agoura Hills, call 818.707.1220.



Job & Career Center Hosts September Career Shops

Tuesday, September 13: Power of VOS (Virtual OneStop), 9 a.m.-12 noon, learn about the Virtual OneStop website and how you can use the various tools in the system to build your resume and customize your job search to a specific location and occupation. You must have basic computer skills.

Thursday, September 15: Resumes that Sell, 9 a.m.-4 p.m., hands-on workshop providing assistance in completing

a resume, cover and thank-you letters.

Thursday, September 22: Winning Interviews, 9 a.m.-4 p.m., supplies the tools to make a lasting first impression when interviewing.

Career Shops are offered at no cost to job seekers. Space is limited. Prior registration required by calling the East County Job & Career Center at 805.955.2282 to enroll. Visit www.venturacountyjcc.org for a calendar of career shops.

The East County Job & Career Center is located at 980 Enchanted Way in Simi Valley.

Presenting Magazine Issues 2011 Summer Through Fall Edition

Presenting Magazine is the traveler's "What To Do...Where To Dine" publication that is placed free of charge in over 8,000 top hotel rooms and relocation apartments from Ventura to Agoura Hills. Publisher Pat Swanstrom says that his magazine often becomes a take-home souvenir for visitors to this area because of the wealth of tourism information it contains.

This issue's cover and promotional

piece features one of the area's top visitor attractions, the Ronald Reagan Presidential Library.

Swanstrom states that Presenting, Inc. is dedicated to providing the type of quality magazine that travelers to the area would expect, that hotels can be proud to have in their rooms, and that provides a great platform for our advertisers to be discovered by the visitors and those relocating to the area.

For more information and an online view of Presenting Magazine, visit www.presentingmagazine.com.

Showcase your business in a fresh new light!

At VCStar.com we produce web videos to tell your story and set your business apart.

Find out how VCStar videos can showcase your business in a fresh new light. Call video product specialist, Matt Gray at 805.437.0316 today.

To be included in Business Briefs or Meet the New Members, Chamber members can submit 100-word articles by the first working day of the month preceding the publication date (i.e., deadline for the November issue is October 3). Insertion is at the discretion of the Chamber and articles may be edited or held for future editions. Call the Chamber for details.

Agoura Hills Hosts Free Reyes Adobe Days Festival Sept. 30 to Oct. 2

The city of Agoura Hills will host the Seventh Annual Reyes Adobe Days September 30 to October 2, 30400 Rainbow Crest Drive, Agoura Hills. The festival attracts approximately 15,000 people to Agoura Hills' Reyes Adobe Historical Site, offering cultural entertainment, activities, and recreation for all ages.

The historical site is open to the public throughout the event with free tours of the preserved 1850s adobe ran-

cho and interpretive center capturing a century of the state's rich history.

Friday's activities include a senior fiesta and an adult-only night at the Adobe, including the launch of the 91301 art gallery. Saturday kicks off with a 10K run (www.rad10k.com), and a parade. Saturday and Sunday schedule includes park activities for all ages, art demonstrations, and live music entertainment throughout the day.

For more event information, contact Zach Miller, Recreation Manager, Agoura Hills Recreation Center, 818.597.7367, or check out www.reyesadobedays.org.

Barkley Wins L.A. Daily News Reader's Choice Award

The Barkley Pet Hotel & Day Spa Wins Los Angeles Daily News 2011 Reader's Choice for Best Pet Boarding and Grooming Salon. Pictured: Robin Neiman, Malia Rivera, Julie Prince, Randi Truhlar, Chelsea Tomasi.



Nickeas Recognized for Funding Performance

Sherrie Nickeas was congratulated in July by her Branch Manager Sean Casey, of RPM Mortgage, Westlake Village branch, for funding over \$5 million in May and June.

Nickeas utilizes a wonderful support team at RPM Mortgage, a direct lender. Her successful closing rate is attributed to her tenacity and knowledge of the lending business.



Nickeas has been in loan origination for over 20 years, garnering her 100 percent referral business from former clients and professional relationships. She is the President of the Chamber networking group Preferred Referral Alliance, which meets every Thursday morning 7:30 a.m. at Brent's Deli, Westlake Village.

Contact Nickeas to learn more at 805.380.LEND or call 805.496.1199 extension 220.

—Cont. on page 9

INTERNET MARKETING ON A BUDGET TOOLS FOR ATTRACTING MORE CUSTOMERS

Thursday September 22, 2011

LOS ROBLES GREENS GOLF CLUBHOUSE

299 Moorpark Road, Thousand Oaks, CA 91361

5:30 pm Networking 6:30 pm Dinner & Program

Presented by James I. Bond, a marketing, management and strategic planning specialist for more than 35 years, having consulted with dozens of companies, from one-person businesses to divisions of Amgen, Timex, and Abbott Laboratories, just to name a few. He is also the Workshop Chairman of the Ventura, CA chapter of SCORE, and a resource partner of the U.S. Small Business Administration where he also provides counseling to small businesses in the region.

Have you ever wondered what Google and other search engines are looking for to raise your ranking? James has a multitude of tips and tricks for maximizing your internet presence through free and low-cost tools and techniques. In addition to learning how to raise your ranking in the search engines, James will cover key topics such as how to establish achievable objectives for your website and internet activities, understand the importance of strategic keywords and how to come up with them, and converting web traffic into sales. The techniques and how-tos James will share can be implemented immediately to raise your company's visibility on the internet.

Opportunity Drawing: Members, bring a \$25.00 gift for our drawing and get a chance to speak about your business.

Early Bird Registration: By Friday, September 16th
Members: \$35 Non-Members: \$40

After September 16th and at the door: \$45.00 for everyone

TO REGISTER, visit www.nawbovc.org

or call 877.NAWBO-VC (629-2682)



National Association of Women Business Owners - Ventura County
www.NAWBOVC.org 877.NAWBOVC





Business Briefs

—Cont. from page 8

Vom Fass Celebrates Business Success in a Tough Economy

Vom Fass, a Westlake Village purveyor of fine artisan oils, vinegars and spirits, kicked off a week-long celebration in mid-August to commemorate its first year in business.

The event's highlights included a book signing by author Michael Reagan, son of former President Ronald Reagan, an exotic car show, a block party and cocktail samplings.

"Small businesses, particularly those in California, have had a very tough time during the past several years," said Eric Alcorn, one of the store's owners. "We wanted to have a celebration not only of our own success, but of all small businesses that have survived and thrived in this re-

cession. We feel it's time to share some good news with people, while thanking our loyal customers for their business.

Vom Fass, which means "from the cask," originated in Europe. The Westlake Village location is the first of its kind in California and was established by Alcorn, Brad Selby, and Michael Romance.

The store specializes in vinegars, artisan-produced oils, selected wines, liqueurs and spirits from around the world, all of which can be tasted and bought in desired volume direct from the casks. For more information, visit www.vomfasswestlakevillage.com or follow Vom Fass Westlake Village on Facebook and Twitter.

Find them at 3815-A E. Thousand Oaks Blvd. Westlake Village, phone 805.495.9999, or online at www.VomFassWestlakeVillage.com.

Workshop to Educate Baby Boomers on Social Security

An educational workshop titled "Savvy Social Security Planning: What Baby Boomers Need to Know to Maximize Retirement Income" hosted by Walker Financial Partners is scheduled for 6 p.m. on September 22 at the Greater Conejo Valley Chamber's Levett Conference Center at 600 Hampshire Road, Suite 202, in Westlake Village.

After being told for years that Social Security is "going broke," baby boomers realize that it will soon be their turn to collect. But the decisions they make now can have a tremendous impact on

the total amount of benefits they stand to receive over their lifetime.

To help baby boomers better understand the Social Security system, this workshop will cover the following topics: five factors to consider when deciding when to apply for benefits, when it makes sense to delay benefits, why you should always check your earnings record for accuracy, how to estimate your benefits, how to coordinate Social Security with your other sources of retirement income and more.

Seating is limited and reservations are recommended. Individuals may reserve space by calling Elena at Walker Financial Partners at 818.584.0629.

Bringing the Classroom Outdoors at Carden Conejo Elementary School

Asked to transform an old dirt mound, Integra Design Services created an outdoor classroom with a park-like setting.

The design includes a student demonstration garden and a crescent-shaped

seat bench for students to congregate under shade trees for assemblies, instruction, recess and afterschool programs.

Integra's Jeffrey Eith explained that he wanted the kids to be attracted to the space so he designed a deep bench seat that allows the kids to sit tandem, sideways and cross-legged. "I got a kick out of seeing them use the space in ways I hadn't imagined. Kids need more time outside and when educators can take the lesson outdoors, it's a win-win."

For more information about Integra Design Services, call 877.787.1816 or visit www.integrads.com.



Westside Remodeling Wins Guild Quality 2011 Guildmaster Award

For the third year in a row, Westside Remodeling has been awarded a Guildmaster Award for exceptional customer satisfaction.

GuildQuality is a customer satisfaction survey company used to help remodeling companies monitor and improve the quality of their service.

Westside was one of 154 remodeling companies throughout North America recognized for their superlative performance.

Visit the Guildmaster section of the GuildQuality.com website to see information about the qualifications to win this important award.

You may also visit WestsideRemodeling.com directly to learn more about their company, which has been remodeling homes in your neighborhood since 1985.

UCAAN Prepares for Third Annual Charity Date Auction

UCAAN (United Cancer Advocacy Action Network) presents their third Annual Charity Auction on Sunday September 25 at The Famous Sports Bar & Grill in Thousand Oaks from 7-11 p.m.

The event will auction off eligible bachelors and bachelorettes, as well as some celebrities including Robert Hayes.

The event also includes a silent auction with a package for four tickets to the New Year's Eve event at The Canyon Club in Agoura Hills to see Five for Fighting and have a meet and greet with the band.

The funds raised from this event go towards growing UCAAN so they will be able to provide some financial grants in 2012.

The organization has its roots in December 2006 when it took cancer to make Rachel Shur re-evaluate her purpose in life.

After beating the odds and overcoming her diagnosis, Shur decided to embark on a new journey by founding UCAAN, an organization whose purpose is to provide resources, hope, inspiration and financial aid to cancer survivors and their families.

These survivors need help now. UCAAN help us make a difference in their lives. For more information, call 805.479.1032 or use Rachel@UCAAN.org.

Avoid Getting Lost in the Internet Hosting Web

When anyone has a website and e-mail account, they need an Internet hosting company to ensure files and computer hardware are protected and that the immense power of cyber communication is maximized at the lowest possible cost.

The problem is that not all hosting companies are created equally and the tangled, techno web can be difficult and costly in time and money to navigate without help from a webmaster reseller.

According to Aviel Feuer, president and owner of Site Me, Inc., a good hosting company provides invaluable services, including maintenance and storage for retrieval of website files and e-mails. Backup systems and power generators protect this important information against electrical and hardware failures.

He says, "Individuals can open their own hosting accounts on line, set them up and configure their own e-mails; however, a user becomes one of millions and, if help is needed, they could be hung up for an indeterminate amount of time, until and if an any-

mous technician from the hosting service can get to the problem."

There is a much better alternative. For the same price, you can set up your accounts and receive personalized services through a webmaster reseller.

For the user, using a webmaster reseller has many advantages. He or she can be a valuable resource that is familiar with many available hosting services and will pre-screen companies to ensure the host is reliable and doesn't have unreasonable numbers of complaints or other issues.

Because the webmaster has many individual accounts, the major hosting company can provide a volume discount that allows the webmaster to keep costs often as low as what an individual would pay to open his or her own account with a major host.

Major hosting companies give a higher priority for services required by reseller clients.

Having a webmaster on your side will save you time, money, and technology headaches. Site Me, Inc. offers a free website evaluation and can answer questions on setting up and maintaining hosting services by e-mail at aviel@siteme.com or telephone 818.735.4957.



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But one thing remains unchanged...

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Find out more at KeepingVenturaCountyClean.com or give us a call at (805) 522-9400.



September 2011 Calendar of Chamber Events


Monday	Tuesday	Wednesday	Thursday	Friday
			1 Business Breakfast Network Preferred Referral Alliance Synergy Bus. Connections Westlake Leaders	2 SCORE Counseling
5 Holiday Chamber Offices Closed	6 Conejo Professional Alliance Nightlite Networkers	7 Lunch & Learn <i>Online Networking</i> 12 noon - 1:30 p.m. Education Committee 3:45 - 5 p.m.	8 Business Breakfast Network Preferred Referral Alliance Westlake Leaders	9 School-to-Career Jump Start Networking Breakfast, 6:45 - 9 a.m. Los Robles Greens SCORE Counseling
12 New Referral Group (NRG)	13 Conejo Professional Alliance	14 Lunch & Learn <i>Business Entity</i> 12 noon - 1:30 p.m.	15 Business Breakfast Network Preferred Referral Alliance Synergy Bus. Connections Technology Committee <i>Cloud Comp.</i> , 11:45 a.m. - 1 p.m. Westlake Leaders	16 SCORE Counseling
19 New Referral Group (NRG) Conejo Connectors	20 Conejo Professional Alliance Manufacturing Committee 11:45 a.m. - 1 p.m. Nightlite Networkers	21 Lunch & Learn <i>Art of Networking</i> 12 noon - 1:30 p.m. Networking at Night Mixer 5:30 - 7 p.m., The Oaks Shopping Center	22 Business Breakfast Network Preferred Referral Alliance Westlake Leaders	23 SCORE Counseling
26 New Referral Group (NRG) Monthly Mailer Flyers Due by 12 Noon	27 Conejo Professional Alliance Taste of Conejo 4:30-8 p.m. Four Seasons Westlake Village	28 Government Relations Committee 11:45 a.m. - 1 p.m.	29 Business Breakfast Network Preferred Referral Alliance Westlake Leaders	30 SCORE Counseling



Networking at Night Mixer

Glam It Up... Escape to The Oaks

**Wednesday
September 21, 2011
5:30 - 7 p.m.**



Hosted by:
The Oaks Shopping Center
(Private Outdoor Patio of the Food Court)
350 W. Hillcrest Drive
Thousand Oaks, CA 91360

Treat yourself to an evening at The Oaks, a charming local escape with the best of everything—great retail, great dining and great fun! Join fellow professionals for a night of networking filled with tasty hors d'oeuvres, beverages and live jazz that will leave you craving more.

Chamber Members: \$5 Non-Members: \$15
For more information, call or visit:
805.370.0035 • www.conejochamber.org
Join us on Facebook

NETWORKING · FOOD · PRIZES · NETWORKING · MUSIC · NETWORKING



JUMP START Networking Breakfast

Calling all vendors!

Interested in hosting a display at the annual
Holiday Boutique Networking Breakfast
on Friday, November 4?

Now's the time to sign up!

For just \$50, you can showcase your products/services to the 100 breakfast guests in attendance. Vendor participation includes: breakfast for one, 6-ft table display, 2-minute commercial on the mic, new business leads and great exposure!

Vendor registration deadline: Wed., October 5

*Limited availability for Chamber members only. Limit two vendors per business category.

From **6:45-9 a.m.** at the **Sheraton Agoura Hills Hotel**
(Formerly the Renaissance Agoura Hills Hotel)
30100 Agoura Rd., Agoura Hills, CA 91301

Breakfast sponsor: NutriShop
Emcee: Dave Burns, Cover2Cover Music

Contact Kelli Lighthizer, Dir. of Community Relations & Events:
klighthizer@conejochamber.org or 805-370-0035
Greater Conejo Valley Chamber of Commerce
600 Hampshire Road, Suite 200, Westlake Village, CA 91361
805.370.0035 FAX 805.370.1083 www.conejochamber.org



Chamber Promotes New Member Businesses at Ribbon Cuttings



Steindler



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ABRA Gallery welcomed Chamber Ambassadors to its location at 30941 Agoura Road, Suite 310, in Westlake Village to commemorate its ribbon cutting. To find out more, call 818. 889.2272 or visit ABRA Gallery at its location.

Chamber Ambassadors visited **America UnWrapped** at its location on 5304 Derry Avenue Suite G in Agoura Hills to celebrate its ribbon cutting. For more information about American UnWrapped, call 818.889.0173.

TOI Tapas Bar & Lounge hosted Chamber Ambassadors in recognition of its ribbon cutting at 75 West Thousand Oaks Blvd. in Thousand Oaks. To find out more about TOI Tapas Bar & Lounge or to make a reservation, call 805.373.8785.



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PDS Direct Marketing was joined by Chamber Ambassadors as it celebrated its ribbon cutting at its location on 28025 Dorothy Drive Suite 106 in Agoura Hills. Learn more about PDS Direct Marketing at its website www.mypdsdirect.com or call 818.706.3283.

Legacy Construction & Development and Chamber Ambassadors came together to observe Legacy Construction & Development's ribbon cutting at its location on 31364 Via Colinas Suite 105 in Westlake Village. Call 818.874.0049 for further information about Legacy Construction & Development.

Moorpark College Foundation celebrated with Chamber Ambassadors at its ribbon cutting on location at 7075 Campus Road in Moorpark. Learn more about Moorpark College Foundation by calling 805.378.1400.

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WHY DRIVE TO VEGAS?
 An event supporting the community efforts of **Hospice of the Conejo**
Saturday, September 24, 2011
 Los Robles Greens ✕ 7:00pm - 11:00pm

An Evening of Vegas Style
Entertainment ♦ Table Games & Prizes
Cocktails & Delicious Hors d'oeuvres
 For further information, contact (805) 495-2145
 To order tickets online visit www.hospiceoftheconejo.org



Greater Conejo Valley Chamber of Commerce presents

Taste of Conejo

A true taste of the Conejo Valley

Tuesday, September 27, 2011 4:30 - 8 p.m.
Four Seasons Hotel Westlake Village

For information about sponsorship opportunities, hosting a display or tasting space, or for tickets to attend, contact the Chamber at **805.370.0035** www.TasteOfConejo.org or email kighthizer@conejochamber.org

Explore the Conejo Valley business community through an unforgettable evening of exceptional food and spirits, fashion, live music and more.



Wineries Restaurants Networking

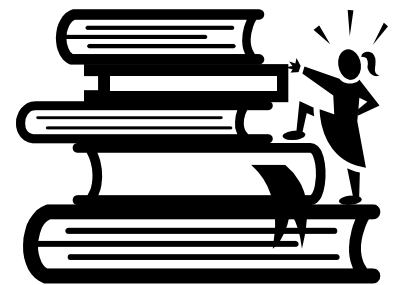
Advance Registration: Chamber members \$35, Non-members \$45
At the Door: Chamber members \$50, Non-members \$60

Use your smartphone to scan the barcode in the center to learn more about Taste of Conejo, sponsorship and to purchase tickets. (Try the app i-nigma).



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Conejo Schools Foundation

Jump Start Networking Breakfast
School-to-Career
Business/Education Mini Conference
Care about *tomorrow...* Get involved *today!*
September 9, 2011 6:45-9 a.m.
Los Robles Greens Banquet Center
299 S. Moorpark Road, Thousand Oaks



The Conejo Valley business community recognizes the need to enhance our students' college and career preparation and training. Our objective is to address this need by

establishing an active educational partnership between educators, business, parents and community organizations. Join us in learning how you and your business can make a

difference! The **School-to-Career Program** and the **Regional Occupational Program** are dedicated to creating opportunities for students to see the relevance of their education to

the working world. Partnerships providing career classroom speakers, onsite company tours, internships, job shadows, mentors and advisory groups can help establish such relevance.

Call the Chamber at 805.370.0035 or visit www.ConejoChamber.org to RSVP by 10 a.m. Thurs., September 8!
Pre-Registered: Members \$20, Non-Members \$30. At the Door: Members \$27, Non-Members \$37.



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CHAIRMAN'S CLUB



Club Members as of print deadline. To be a part of the exclusive Chairman's Club, go to www.conejochamber.org and select sponsorships or call the Chamber at 805.370.0035