

Congressman Duncan to Speak at Chamber Breakfast

The Farragut West Knox Chamber of Commerce is pleased to present United States Congressman Jimmy Duncan as the speaker for their Quarterly Breakfast Speaker Series to be held at Fox Den Country Club on July 10th. There will be a full breakfast buffet beginning at 7:30 A.M. The cost for the event is \$25 for members and \$30 for non-members. You may register online at [HYPERLINK "http://www.farragutchamber.com"](http://www.farragutchamber.com) www.farragutchamber.com or by calling the office at 675-7057.

Congressman Duncan currently serves as Ranking Member of the House Committee on Transportation and Infrastructure's Highways, Transit and

Pipelines Subcommittee. He also holds seats on the House Committee on Natural Resources, which retains jurisdiction over national parks and natural resources, and the House Committee on Oversight and Government Reform.

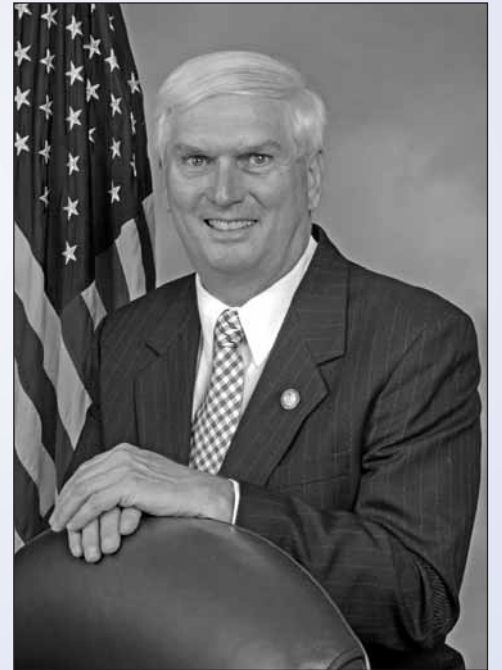
Congressman Duncan's efforts to cut government waste, reduce taxes, and limit bureaucratic red tape have been recognized by various organizations and national news media such as ABC News, CBS News, The Wall Street Journal, CNN, and U.S. News and World Report.

He has been named among the five most fiscally conservative Members of Congress by the National Taxpayers Union and is one of the few Members of Congress to receive the Citizens Against Government Waste Super Hero Award.

He has established a reputation for providing extensive constituent services and staying in touch with residents of the Second District by attending hundreds of public events and holding countless open-attendance constituent meetings. Although Congressman Duncan spends more time in East Tennessee than in Washington, he maintains one of the best attendance records in the entire Congress.

You will not want to miss this event. Make your reservations NOW because seating is limited.

Thanks to our sponsors: Event Sponsors, ARCADIS and Charter Business Communications and to our Community Sponsor, FSG Bank. If you are interested in sponsoring this event, please contact the Chamber office.



Brown Bag Luncheon Series

The Brown Bag Luncheon, a program of the FWKCO Diplomats, was held on May 22nd at Homewood Residence @ Deanne Hill. Eric Benson of the Eric Benson Team gave his presentation on "Balancing 3 Roles for Effective Supervision!" The mini-seminar was attended by 25 Chamber members. Eric taught the importance of a supervisor's ability to change hats from Leader to Manager to Coach, when dealing with sometimes difficult situations. Eric's dynamic delivery kept everyone focused and the lunch hour passed too quickly. Our thanks to Eric for providing another interesting Brown Bag Luncheon for our members. Be watching for the next Brown Bag Luncheon to be scheduled in August.

member briefs...

Todd Mooneyham, a University of Tennessee graduate with 20 years in the banking industry, recently joined First Tennessee as vice president and investment officer at the Fountain City Financial Center. Mooneyham is a native of Athens, Tennessee. He now resides in Knoxville with his wife, Holly, and their children, McKinley, 9, and Heath, 6.

The Icearium recently celebrated the Grand Opening Celebration of their new addition, indoor soccer & in-line hockey. Stop by & check out the latest addition to an already awesome facility and speak with the knowledgeable staff about soccer, ice hockey, figure skating, in-line hockey, curling and Camp Cool Kids! For more information call 218-4500.

Do you want to get ahead but have limited time? Through the new AHEAD—Accelerated Higher Education Associate's Degree—program at Pellissippi State Technical Community College, you can now attend night classes and earn an associate's degree in Business Administration in only 16 months. "Most of our AHEAD courses run for five

5K Run and Pet Walk, Quickly Approaching

Although summer has just begun, it is already time to make plans for our Annual Fall 5K Run and Pet Walk. The race will be held at Mayor Bob Leonard Park on September 22nd.

The race is USATF sanctioned and will be managed by the Knoxville Tract Club. This year we are hoping to break

last year's record of 220 runners.

Start planning NOW! Businesses, friends and families SHOW YOUR TEAM SPIRIT! Get 5 people together & form a team!! Pay for 4 people!! Walk or run together. Wear your groups logo shirts or favorite color. All teams will be photographed and recognized in

Chamber Life. All pre-registered participants receive a FREE t-shirt & goody bag!

The Farragut 5K Run is only possible because of the generosity of our sponsors. We are now accepting sponsors for this year's race. Thanks in advance to NHC Place, BB&T and West

See RUN page 2

See MEMBER BRIEFS page 4

ENTERPRISE CLUB

ADMIRAL ELITE

These Chamber members generously contribute to the Chamber and the Continuing Education Grant Program above and beyond their annual dues.

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On April 13, 2007 **Michael Bates Homes** celebrated the opening of their new development, Bridgemore. Cutting the ribbon are Congressman Duncan and Mayor Ford. Also pictured in no order are, Doris Owens, Farragut Folklife Museum, Cheryl Allman, Children's Hospital, Cindy Hamby, Jill Thomas and McKinley Braden, Braden's Furnishings, Sharon Mullins, Thompson Cancer Center, Jerry Whitehead and Susie Lash, **Gables & Gates**, Knox County Mayor Mike Ragsdale, Michael and Mary Bates, and Linda Ford. Proceeds from the tour of Michael's Southern Living Home were donated to The Children's Hospital, The Fellowship of Christian Athletes, The Thompson Cancer Center and the Farragut Folklife Museum. For information regarding Michael Bates Homes, please call (865)675-5722.



On April 12, 2007, **The LeBlanc Financial Group** family gathered for the ribbon ceremony to celebrate their new location at 8081 Kingston Pike, Ste 100. The phone number is 862-3524. Pictured cutting the ribbon is Kevin LeBlanc.



On April 4, 2007, **Goddard School** celebrated their opening with a ribbon cutting. Cutting the ribbon is Rosemary Overton with husband, Randy, to her right. Several Farragut West Knox Chamber members were on hand to help the Overtons celebrate, as were the students. Goddard School is an early childhood development preschool located at 125 Loudon Road and their phone number is (865)966-0663.



On May 8, 2007 the **Farragut Middle and Intermediate Schools** joined for the opening of their Outdoor Learning Center. A crowd was on hand to celebrate with a ribbon cutting. Congratulations to the faculty and students of both schools for their exciting new addition.



On April 11, 2007, Tricia Baehr celebrated the opening of her new **Cookies by Design** location at 139 West End Avenue in Farragut. Farragut West Knox Chamber members turned out to help Tricia celebrate and were treated to samples of the delicious offerings at Cookies by Design. Store hours are Monday through Friday, 8:00-6:00 and Saturday 10:00-4:00. The phone number is (865)558-8091.



Fleet Feet celebrated the opening of the new store at 11619 Parkside Drive with ribbon cutting, attended by the employees, Farragut Mayor Eddy Ford and several Chamber members. Cutting the ribbon is owner, Shahin Hadian. Store hours are M-F 10:00-7:00, Saturdays 10:00-6:00 and Sundays 1:00-5:00. The phone number is (865)675-3338.



Community South celebrated their grand opening with a ribbon cutting on May 23, 2007. Pictured in the front row from left are Bridgette Williams, Beth Wade, Doris Kennedy, Chris Avans (Farragut Branch Manager), Steve White (Chairman), Kim Rosenbalm and Gary Mooney (Graves & Graves Construction). Second row from left are Scooter Clippard, John Northcutt, Virgil Avans (Regional President), Pat Walden, Danny Graves (Owner), Jessica Bradley, Jim Smith (Owner) and Rick Inman (President/CEO).



On April 25, 2007, The Chamber joined Craig Booker in celebrating his new store, **Booker's Home Accents** located at 620 North Campbell Station Road, Suite 10. Craig was joined by Iva Blakely, Interior Designer with Booker's (3rd from right) as well as several Chamber members and friends. Booker's is open from 10:00-5:30, Monday through Saturday. Their phone number is (865)777-1818.

Run

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Chiropractic who have already made their commitment to be Community Sponsors. For information on sponsorship, contact Jonathan Patrick, BB&T (865-356-9902) – 5K Chairman, or call the chamber (675-7057) for more information. Registration online will begin in late July.

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Branch Manager

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On April 12, 2007, **LeBlanc Financial Group** celebrated their new location with a ribbon cutting (see ribbon cutting pictures for photo) and a networking. Pictured above are Gail Baker with Yellow Book, Kevin LeBlanc and Cheryl Ball of LeBlanc Financial and Linda Brown of Edible Arrangements. To contact LeBlanc, call (865)862-3524



Rural/Metro's Watt Road station hosted the Chamber networking on April 26, 2007. The weather cooperated and Chamber members enjoyed coffee and breakfast. Pictured are Bert Griffin and Tre Hargett of Rural/Metro, Farragut Mayor Eddy Ford and Renee' Pedigo of Arbonne International. To contact Rural/Metro, call (865)560-0239.



Judy Klim of **Judy Klim Accounting** held a networking at the Chamber office on May 10, 2007 and the place was packed! Pictured on the left side of the hall are Ryan Cox and Rennie Leon of The Tennessee Smokies Baseball Organization, and Joeva Merrion, FWKCC. On the right side of the hall are Judy Klim, Judy's friend, Michele Mehler, and Tom Barrett of Amica. You can reach Judy for your accounting needs at (865)216-0774.

Renee' Pedigo of Arbonne International talks with Michael Coleman, Attorney and Brian Osgood of Ameriprise Financial while in the background J.W. Compton of Heartland Payment Systems enjoys some very delicious refreshments during Ameriprise's April 19 networking held in their beautiful "indoor garden". For more information about Ameriprise, call Brian Osgood at (865)690-6169.



Welcome to our renewing FWKC members!

- BarberMcMurry Architects
- Country Inn & Suites, Farragut
- ES CEO Club
- Homewood Residence at Deane Hill
- Kiwanis Club of Farragut
- MetLife – Steve Jergesen
- Thomas Pattison, DDS
- Saving Little Hearts, Inc.
- University Radiology at Turkey Creek



The May 24, 2007 morning networking was held at **Standard Kitchen & Bath** in their luxurious showroom located at 8719 Kingston Pike. Pictured standing on the far right you see owner, Larry Fendley chatting with Chamber member Dianna Glandon of Above the Rest Balloon Designs and Event Planning while several members enjoyed breakfast served in a beautiful model kitchen. Store hours are M-F 9:00 – 5:00 and Saturday 10:00-4:00. Call (865)694-0068 for more information.



The May 17, 2007 Chamber networking was hosted by **Creating Dinner**, located at 10412 Kingston Pike, Suite #1 (Bill Jones Music Building). As you can see, many Chamber members were treated to delicious samplings of Creating Dinner's menu. Creating Dinner is locally owned by Bill and Mary Lou Butler. Their hours are M-W-F 10:00 to 6:00, T-Th 10:00 to 8:00 and Saturday 10:00 to 3:00. For more information, call (865)670-0008.

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Farragut 11864 Kingston Pk	Campbell Station 11685 Parkside Dr
Northshore 9615 Kroger Park Dr	Kingston Pike West 9607 Kingston Pk

M-F 8:30-6:00 * Saturday 9:00-1:00
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President Quotes 'n Notes

by **Bettye Sisco**

"Climate is what we expect, weather is what we get." Mark Twain



Business people often believe that from Memorial Day to Labor Day, nothing happens. When we think nothing will happen, nothing will. The reality is exactly the opposite can happen for those who elect to be more aggressive in the summer months.

Summer time can and should be a time when business owners prepare for the marketing they will do for the rest of the year and handle tasks they have been putting off when business is brisk.

- Turn previously dead leads into sales. Contact everyone who expressed an interest in your product or services but did not follow through. They may have more time to consider your offers during the summer and you might be able to reach them more easily if their secretary is on vacation.

- Create and begin to market that newsletter you always planned on starting.

- Write a press release related to summer time activities and send it to appropriate newspapers both on-line and off-line.

- Focus on marketing and sales efforts. With summer "doldrums" coming up for many, look at ways to turn them to your advantage. Keep in mind that it doesn't matter what business you're in or what you sell. You might sell swimsuits and summer is your best time of year. These ideas hold true for whenever your particular slump might be.

Make special offers during this time. The apparel industry has done this forever. When fall is coming, out go the summer clothes and in come the winter ones. Ever think, "Why are the fall clothes coming in so soon?"

If you sell instructional information, offer a sale playing up the fact that summer is laid-back and this is the perfect time to sharpen your brain with a book, CD or course, while laying on the hammock outside?

Use words to describe the season and the sales in flyers or ads. How about "hot" prices on "sizzling" products guaranteed to "cool you off" when you see the value? Of course, winter months would require a "freeze" on prices, which are dropping faster than the temperatures outside.

So, when June comes around, start ramping up for the summer months to keep business steady and even on the increase.

Welcome to our new Farragut West Knox Chamber members!

Aflac

Insurance
Cynthia Moore
900 East Hill Avenue, Suite 165
Knoxville, TN 37915
865-671-6221

Bright Hope Training & Consulting

Training & Consulting
Rhonda Jones
8923 Path Way
Knoxville, TN 37931
865-769-7510

Campbell Cunningham & Taylor, PC

Vision Center
Laura Colloredo
12744 Kingston Pike, Suite 108
Knoxville, TN 37934
865-584-0905

Gridiron Burgers

Restaurant
Collin Cope
11605 Parkside Dr.
Knoxville, TN 37934
865-675-1138

MEDIC Regional Blood Center

Community Blood Bank
Christi Fightmaster
11000 Kingston Pike, Ste. 9
Knoxville, TN 37934
865-524-3074

Pearce Wells Advertising & Design, Inc.

Advertising & Design
David Wells
224 S. Peters Rd., Ste. 100
Knoxville, TN 37923
865-357-3710

PostNet

Printing & Shipping
Joan Leeds
1059 N. Cedar Bluff Rd.
Knoxville, TN 37923
865-560-8828

Question Mark Research

Business & Consumer Research
Robert M. Leonard
112 Glenleigh Ct.
Knoxville, TN 37934
865-806-1578

member briefs...

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weeks, with a mixture of classroom and online/videotaped instruction to insure the same high quality education that is Pellissippi State's tradition," said Cynthia Dempster, associate professor and department head of Business and Computer Technology.

Students who complete the program will finish with an Associate of Applied Science degree and a major in Business Administration, with a concentration in Hospitality, Management or Marketing. Interested applicants should have completed any required refresher courses before applying for the AHEAD program. For more information, call (865) 539-7155 or e-mail admissions@pstcc.edu.

MOE'S, Turkey Creek offers a variety of delicious catering options to fit everyone's taste. They use only the best, freshest ingredients and finest flavors in their burrito, nacho, taco, and fajita bars. As a valued customer, they will offer you 10% off your next catering if you mention that you are a member of the Farragut West Knox Chamber.

The next time you have a staff meeting or a party of any size give MOE'S a call! Or maybe you love MOE'S but are too busy to come in for lunch. No worries! If you are too busy to go to lunch they will deliver a Box o' Burritos right to your office if you place a minimum order of \$50 one day in advance. Call Sarah Yu at 865.675.MOES (6637) for more information about their services.

Mortgage Lending Center is having an Open House. Drop by any time between 10 A.M. and 2 P.M. June 18-22. Refreshments, giveaways, door prizes AND information about their services will be available. Location? 10460 Kingston Pike – Lovell Heights Shopping Center. For more information call 544-5409 and ask for Beth Grey.

Parade? Yes, 4th of July!

There is still time to reserve your space to walk in the Farragut 4th of July Parade. Join the chamber and its members to greet the thousands lined up for the parade to celebrate our Independence. Call 675-7057 for more information.

Calendar of Events

Please call the Chamber office at 675-7057 for information

June 21 Networking, 5-7:00 PM
Seasons Café
12740 Kingston Pike

June 28 Networking, 8-9:30 AM
Jameson Inn and Pimento's Café
At Jameson Inn, 209 Market Place Blvd.

July 4 **Farragut 4th of July Parade**

July 5 No Networking

July 10 Breakfast Speaker Series Continues with Guest Speaker
The Hon. John J. Duncan, Jr.
Fox Den Country Club – 7:30 AM
\$25.00/Member - \$30.00/Non-Member
Reservations Required

July 12 Networking, 5-7 PM
Gallery Provence Soo Cha's Art Studio
At The Orangery, 5412 Kingston Pike, Ste. 1

July 19 Networking, 8-9:30 AM
AAA East Tennessee, 110 Capital Drive

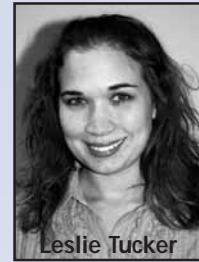


Who's who...

by **Leslie Tucker**

Vacation, anyone?

If the air conditioning in your home gave out this summer, would you try to fix it yourself or would you call in a repairman? Unless you've been trained in heating and cooling, you'd better make an appointment with an expert – that or spend the summer at home sweating.



Leslie Tucker

The same kind of logic applies when planning for vacation. If you've yet to buy those plane tickets, book that resort or perhaps settle on a destination – including for travel this summer – it's not too late! But don't try to do all that work yourself; just contact your friendly neighborhood travel agent.

Linda Campbell of **Tropical Cabana Travel** (ph: 470-0119) has been planning dream vacations for the past 12 years. She and husband Dean have embarked on nearly 70 pleasure ships, often book group cruises and also specialize in the Caribbean. While the Campbells enjoy meeting with potential clients in person, often the agency can work with you over the telephone. Just in time for summer vacation season, Linda answers some frequently asked questions about her industry:

What are some of the benefits of working with a travel agent?

Agents have access to a wider range of options and are privy to more information.

Agents know where to look to find the best quality at the best prices. Agents help vacation planners save time! Who has time to spend hours surfing the web or calling airlines, hotels, etc. etc.? Travel agents do!

Agents are experienced in travel lingo and restrictions. Don't take the chance of getting held up at the airport.

A good travel agent knows their products. This means resorts, airlines, cruise ships and more. Don't travel blindly. Agents have up-to-date news and weather information. If something unexpected happens in your destination, you are not alone; your travel agent becomes a liaison who helps you return home safely.

What's the biggest misconception with using a travel agency?

"People feel like they're going to have to pay more. That's just not true. If anything, we can save them money," Linda says. "If someone finds a good deal on the internet, we can get that deal, too."

What are the best deals in travel this year?

"Cruising! This year offers a better value in cruising," Linda says. Book a cruise for Sept. through mid-December and save the most money. For spontaneous travelers: Linda can book last-minute cruises that mean big savings. For land lovers, popular destinations include Mexico, the Virgin Islands and the Dominican Republic.

I can almost smell the salty sea!

Leslie Tucker is managing editor of Deep West Living, Greater Knoxville Homes & Living and Custom Homes of Greater Knoxville magazines. She can be reached at ltucker@cocoon-publishing.com.

CHAMBER Increases Benefits

If you have an opening in your office or business, the chamber wants to offer you another benefit. Email the information to the chamber, info@farragutchamber.com, and we will now be able to post the business opportunity information on our website. Also keep us informed of any events you may be having at your business and as long as space is available we will place your news in Chamber Life member briefs.

Email your information by the 1st of each month to obtain space.

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