

NEXT MEETING! 2/17/2011

When: Thursday, 2/17/2011
Where: Luedtke's Coliseum Bar and Banquet, Upper Floor
Time: Noon – 1:15 pm
Format: 12 Noon Lunch
 12:15 - 1:15 Announcements
 Open Discussion and Speaker

Please RSVP to Jodi Fisher at smba@SMBA-Madison.org
 by Noon on Tuesday 2/15/11

2010-2011 Officers & Board of Directors

| | | |
|--|--|--|
| Rick Welsh President welsch@wegnercpas.com | Wegner LLP CPAs & Consulting | 442-1958 rick. |
| Jim Mankowski Former President chorus.net | JBM Patrol and Protection Corporation | 222-5156 jbmppc@ |
| Joe Campana Treasurer campana@JCampana.com | J. Campana & Associates | 241-3500 |
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| Gary Waldhart garyw@ams-mad.com | Auto Marketing Services | 274-7400 |
| Jim Garner jimg@sergenians.com | Sergenian's Floor Coverings | 663-2520 |
| Bill DiCarlo dicarlo@co.dane.wi.us | Alliant Energy Center of Dane County | 267-3982 |
| Betsy Jenkins Betsy.Jenkins@ityparty.com | It's Your Party, LLC | 845-3450 |
| Gail Niesl gm@clarionmadison.com | Clarion Suites, Madison | 284-1234 |
| Susan Thomson susanthomson@actioncoach.com | ActionCOACH Business Coaching | 821-0723 |

This Month's Speaker...

Bill Smith, NFIB/Wisconsin State Director



For more than 30 years, Bill G. Smith has been National Federation of Independent Business/Wisconsin State Director. The Janesville Press Gazette reported that

Smith is "one of the most respected lobbyists in the Capitol." He has built a solid legislative program for Wisconsin's small business owners and has earned NFIB's positive recognition by the media. The Milwaukee Journal-Sentinel calls NFIB "the leading small business lobbying organization" in Wisconsin, and Corporate Report magazine listed Mr. Smith as "among the best in the Capitol" among hundreds of registered lobbyists. Elected State Officials describe NFIB as "the most respected voice for small business in state government."

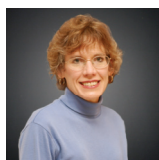
Smith counts passage of the nationally recognized Small Business Regulatory Fairness Act, small business representation on the Unemployment Compensation Advisory Council, and comprehensive legal reforms among NFIB's major state legislative victories.

"NFIB not only brings the voice of small business to the state legislative

process, but it also speaks with powerful influence and bipartisan respect," he said. "As a result, small business owners have won many significant legislative and political victories."

Spotlight On Business

Confident Directions, LLC



Susan's passion as a personal coach is to help you make changes, manage stress and chaos, and improve relationships.

Susan's accomplishments include:

- Coach since 2006.
- Graduate of Coach U, the most comprehensive and oldest coach training organization in the world.
- Clients include business owners and executives, teachers, students, nurses/chiropractors, salespeople, writers, and many more.
- Noted for her ability to understand the specifics of the difficult situation or relationship and provide insight and solutions. People often comment about Susan's ability to bring "calm" to the situation and give direction that helps resolve the issue and yield positive results.
- Registered nurse with over 25 years of experience, much of it in cardiac and intensive care. Currently works part time in an urgent care clinic that sees over 70,000 people a year.

- Susan's level of experience with people in complicated and difficult situations and relationships would be difficult to match.
- She is an accomplished writer and "gifted" speaker. She receives frequent compliments on her monthly "Insights" which circulate to hundreds of people across the nation. Many companies and organizations across south central Wisconsin have heard her speak.
- Four terrific people (Greg, Brenda, Monica and Jeff) call her Mom.

Monthly Drawing Gifts Needed

We are in need of member businesses to donate gift cards or other small gifts (\$20-\$25 value) for drawings at our member meetings. If you would like to promote your company and generously donate to our group, please either let the greeter at the next member meeting know, or email Jodi Fisher at smba@smba-madison.org!

Quarterly Gift Drawings!

Thank you for completing the Comment Form at each of our monthly meetings. These forms help us continue to provide the best topics and speakers for the SMBA. Your input, ideas and suggestions are very important to help the SMBA grow and continue to be one of the largest business organizations in the Madison area.

In appreciation of your continued input and support, we provide a quarterly drawing of all the 'Comment Form' participants! Please continue to complete the forms each month for a best chance of winning!!

SMBA Donations

The SMBA prides itself on donating time and money to local organizations geared towards helping our community. The Board of Directors is happy to review any organizations or events that the SMBA can provide donations monetarily or by promoting volunteerism. Please send your ideas to smba@smba-madison.org.

This summer we made donations to the following organizations/events:
10th Annual Streetball & Block Party – Slam & Jam for Peace

Business Bios Wanted

The SMBA would like to further promote each and every business member! Along with the networking opportunity every month, your business link on our new website and the introductions every month, we'd like to highlight your business in our monthly newsletter. Every Month, two businesses will be spotlighted and we need volunteers. Please provide a written bio to the SMBA at smba@smba-madison.org or bring it with you to the monthly meeting!

Is Your Business Linked?

Did you know that the SMBA website has a list of current members with a link to their company website? Not listed? Please email us (smba@smba-madison.org) your company name and website (if you have one) or your e-mail address. Include a statement that you grant permission for us to post the information on our site and you are linked!

We always encourage our members to do business with other SMBA member businesses, so please email us your information today. You must be a member in good standing to be listed.

2011 SMBA Business Expo Winners

We are proud to announce the winners of the ANNUAL BUSINESS EXPO 2011!

- John Ettner of United Paving won an NUCCA Evaluation from Lord Spinal Care
- BrieLynn Sturm of Sprint Print won a \$100 savings bond from Park Bank
- Donna Parker of Doon Projects won a personal consultation and document preparation service from Scott Mickelson
- John Russell won a new business starter kit from Tingalls Dzyn
- Fred Kropp of Radisson won a gift basket from UR IT! Salon
- Sebastian Faylor of AMD won 500 mailing postcards from Wells Print & Digital Services
- Steve Tortorici of Clear Channel Radio won a clock from Vondra Engraving
- Marian Walluks of MCW Productions won a Mallards gift certificate from DRS Limited
- Alan Zobel of Mass Mutual won a flip video camera from Wegner Associates LLP
- Lisa Starker of Goodwill Industries won a gift card from Monona State Bank
- Bob Nennig of Nennig Law Offices won a \$25 gift certificate from Impact Virtual Services
- Kerry McAllen of McAllen Properties won a \$100.00 Gift Card to Old Chicago from The Renschler Company
- Cindy Day of URIT! Salon won a SendOut Cards gift account, book, and baked goods
- Nasra Wehelie of Dedicated Consultants won a Cellular Bluetooth headset from AMS
- Jayme Vosen won a \$30 gas card from Liberty Mutual Insurance
- John Ettner of United Pavement Company won a \$25 American Express Gift Card from West Business Services
- Patty Bois of Rodan + Fields Dermatologists and John Ettner of United Paving Company each won a gift certificate for a Fitchburg hat and shirt from the City of Fitchburg
- Denise Senn was the winner of the \$25.00 gas card provided by Upper Iowa University
- Gary Waldhart from AMS won 500 business cards from Sprint Print
- Alan Capelle of Upper Iowa University won a Video Camcorder/Camera from Sundial Software Corp.
- Kent Yan of Metallon won 1 hour of IT Technical support valued at \$100 from Sundial Software Corp.
- Shelley Reynolds of Homestead Title Co. and Jule Marks of Stark Realty each won a CMS gift bag from Creative Marketing Specialists
- Michael Long from The MacXprts won a one night stay at the Country Inn & Suites Madison West from Greater Madison Chamber of Commerce
- Susan Mendenhall of Spatial Impact won a \$25 gift card to Madison Sourdough Restaurant from RescueDesk LLC
- Jayne Larson from Creative Design Solutions won a laser printer from Doc Jams
- Jeffrey Harlan of United Van Lines won a \$25 Fitchburg Chamber Check from the Fitchburg Chamber of Commerce
- David Olivares from the Monona Terrace won a \$25 Gift Card from Park Bank
- Betsy Jenkins, It's Your Party and Jayne Larson, Creative Design Solutions each won a GrowthCLUB 90 Day Planning workshop from Action Coach
- Gregory Rice of Executive Management, Inc won a gift basket from Design Structures
- Kerry Stevens from Wegner LLP won a \$25 gift card to the Great Dane from Express Employment
- Jodi from Doc Jams won a box of fruits and vegetables from Juice Plus+
- Brad Prohaska from Park Bank won Identity Theft Prevention and Restoration Services from Pre-Paid Legal Services, Inc
- Bob Nennig of Nennig Law Offices, Jamie Gulseth of Madison Area Rehabilitation Centers, Inc., Mary Togstad of Nurse 2 Nurse Coach, and Joe Rueden of Joe Rueden Consulting each won Redesign and printing of 250 full color 2 sided business cards from Tingalls Dzyn
- Kathy from Restaino & Associates Realtors won a gift basket from Coverall Health Based Cleaning Systems
- Shelley Reynolds from Homestead Title Company won a \$25 cash card from Costco
- Hemb Insurance gave away a \$100 gift certificate

We look forward to seeing everyone again next year!

S.M.B.A. MONTHLY MEETING SCHEDULE

Upcoming Monthly Speakers

3/17/2011 Speakers: TBD;
Topic:
Spring Election Political Forum

4/21/2011 Henry Sanders,
Advocate for
Small Business Administration

SMBA meetings are held on the third Thursday of every month from 12:00 Noon to 1:15 pm at Luedtke's Coliseum Bar and Banquet, Olin Avenue, Madison unless otherwise indicated in the newsletter.

**SMBA South Metropolitan
Business Association**

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