



# JUST THE FAX

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Newsletter of the  
Morden and District  
Chamber of Commerce

Edition CCLXVIII

October 10, 2008

## RELATIONSHIP BUILDING IN THE PEMBINA VALLEY

The *Winkler Co-op, Heartland Credit Union and Winkler Economic Development Board* extend an invitation to all businesses to attend a **FREE Seminar** by renowned speaker **Howard Olsen** at **7:00 p.m., Wednesday, October 15th** in the **Heartland Resort Conference Room, lower level.**

**Howard Olsen** has presented to local businesses in the past and comes highly recommended by **George Klassen, General Manager of Winkler Co-op**, "I was so impressed with Howard. He stresses the importance of "selling yourself", being reputable and building relationships."

For more information on Howard Olsen visit [www.high-output.com](http://www.high-output.com) or call **Michelle Sawatzky** at **362-0885.**

## BUSINESS SEMINARS IN OCTOBER

**Community Futures Heartland** host free video conferencing seminars in the Winkler Chamber Board Room. Call **1-877-472-7122** or check their website [www.cfheartland.ca](http://www.cfheartland.ca) for full seminar descriptions:

- Oct 15 The Smart Executive Holistic Approach to Management
- Oct 16 Taking the Mystery out of Advertising
- Oct 20 Cash Flow is King  
Marketing Basics (1 of 4)  
Marketing Research (2 of 4)
- Oct 21 Co-op 101  
Advertising & Promotion(3 of 4)  
Developing a Marketing Plan (4 of 4)  
The Opportunities & Pitfalls of High Risk Capital
- Oct 23 Branding Basics
- Oct 27 Canada Border Service Agency: Customs Workshop
- Oct 29 Managing Your Credit  
Canada Border Service Agency: Vehicle Importation
- Oct 30 Entrepreneur Etiquette & Intro to Networking

## CHAMBER INTERESTED IN BUSINESS RETENTION & EXPANSION—PART 3

The **Morden and District Chamber of Commerce** Executive is committed to helping our local business community to become more successful. To do this, we have joined **Business Retention and Expansion International** ([www.brei.org](http://www.brei.org)).

The Chamber has put together a Task Force made up of Executive Members, chaired by **Ross Ariss** and have hired qualified **BREI Consultant Walter Siemens** to help guide the project. We have also purchased the database and spreadsheet program to compile the information collected.

The Task Force has developed a **Confidentiality Contract** that is signed by everyone involved with the project. They are also working on a list of the initial 100 Morden businesses and organizations in all sectors to be interviewed. These businesses will be invited to an informational luncheon on Tuesday November 4th at the Morden Friendship Centre.

## CHARITY AND CHALLENGES

October is the month for seeking new ways of addressing issues, making improvements and expanding what is possible both inside and outside your business or organization.

**Farm Credit Canada** will for the first time hold their **Drive Away Hunger Campaign** in Manitoba, Drive Away Hunger will be coming to the **Morden Co-op** on **October 14th** where food will be collected for the Morden Caring and Sharing Food Bank. Fill up a bag with food (or a donation) and join them for a BBQ lunch and lots of fun.

On **Wednesday, October 22nd** Community Futures Heartland and the Society for Manitobans with Disabilities are hosting a one day Conference called **My Strength, My Vision, My Dream, Our Future** at the **Morden Recreation Centre**. The conference will cover topics such as Challenging Perceptions, Expanding What's Possible and Disability Awareness Training. There will also be roundtable discussions on Entrepreneurship. Call **822-7410** to register.

On **Saturday, October 25th** Volunteer Manitoba will host a Board Development Workshop "**Addressing the Challenges Facing Smaller, Rural Communities**" and will cover topics such as Board Roles & Responsibilities, Code of Conduct & Ethics, Time & Skills Management, Effective Meetings, Strategic Thinking, Planning & Decision Making, Succession Planning and HR Development. Call **1-888-922-4545** to register. \$40 fee includes manual & lunch.

## COMING EVENTS

- Oct United Way Campaign  
*Dr. Henry Marshall Photography—Art Gallery*
- 11 *Creative Writing for beginners with Arvel Grey—Art Gallery*
- 14 **Chamber Executive Meeting—Morden Motor Inn**
- 14 FCC Drive Away Hunger BBQ—Co-op
- 14 **Election Day**
- 15 Howard Olsen Relationship Building Seminar—Heartland Inn, Winkler
- 19-25 **Small Business Week**
- 19 Curves Walk for Breast Cancer—536A Stephen
- 21 Morden Integration Committee/Friendship Centre Public Forum—Friendship Centre
- 22 My Strength, My Vision, My Dream, Our Future Conference-Rec Centre
- 25 Board Development Workshop—Friendship Centre
- 30 Friendship Centre Variety Show—Kenmor Theatre
- Nov 1 Christmas Craft Show—Rec. Centre
- 4 **BR-E Informational Meeting —Friendship Centre**

## OF MEMBERS & MORE Manitoba Agriculture Food & Rural Initiatives

invite all local business owners and community leaders to a **Meet & Greet** at the **Altona GO Centre** (Altona Mall) on **Tuesday October 21st, 2 to 4 p.m.** Call **324-2804** for more information.