



Message from the Chair: It's the End of the Year

By Karen Hill
Mary Kay Cosmetics

Can you believe we will be starting a new year in 4 days! I don't know about you, but I don't want to think about anything right now. In the last 27 days I've done nothing but think – what to serve for the open house; what to give as associate gifts; what to get the children this year; what do the grandkids want Santa to bring; what do I get the man who has everything; when will we have time to put up lights; when do I have to get those packages to the Post Office; and sandwiched in between all that was the fireworks, the fabulous Chamber Holiday Mixer, parties, singing, family gatherings and oh yes, actually running a business. Whew, am I looking forward to a party on New Year's Eve! Sure hope I'm not the one putting it on.



Karen Hill

But it is the end of the year and time to bring the business to a close. Time to box and put in storage the 2006 records, move the 2007 records to the lower drawers and make files for 2008. One happy note, you can actually toss all the paperwork for the year 2000; a minor consolation for having to reorganize the files. I sure wish someone had given me a gift certificate for a professional organizer for an hour or two! All I got was a lump of coal.

It is also time to prepare your profit and loss statement and time to take a look at what worked well for your business last year and what wasn't as successful as you thought it would be. Yes, I was trying to get around it, but it is time to reassess – time for goal setting. So you didn't make some of

your goals for this past year, no big deal and don't beat yourself up. It's possible they just need a little modification, a reality check. Perhaps the goals were not prioritized to flow smoothly. Then again, you may have attained your goals for last year and need to make a whole new set of goals.

When laying out your goals, you may want to consult with your accountant and investment broker. They will provide you the best opportunities and will also be able to prepare you for new changes to the laws. My business coach once told me. "It takes a village to run a successful business" and it is so true. Take advantage of your Chamber membership, use the SCORE counselors, find a business reference, pick up the phone or stop in the office.

Oh, yes, Happy New Year! My wish for you this coming year is for prosperity in business, in family, and in spirituality, because success in all of these areas truly equals great wealth.

Manhattan Beach Women in Business Committee Progresses Toward Conference

Debra Anne Davis
Communication Consultant

The Manhattan Beach Chamber of Commerce's Women in Business Committee is making great progress in planning for its April 18th conference. Several sponsors have already registered their support for the conference, including at the Platinum Level, Lauzon & Euler, LLP; at the Gold level, Iduna Medical Aesthetics, Playa Vista and Plaza El Segundo; at the Silver Level, Bay Cities National Bank, Continental Development Corporation, Manhattan Village and Beach Cities Bank; at the Bronze Level, Kinecta Federal Credit Union and Southern California Edison; at the Copper Level, Career Insights; MBWIB Angels, Hillside Pharmacy and Envision Strategic Group; and in-kind sponsors ReaLife WebDesigns, Citizens Business Bank and Manhattan Beach Toyota/Scion.

The Committee's goal for its tenth anniversary conference is to provide ten scholarships for local students, and the sponsors' support for this is invaluable. To find out how your business can become a sponsor of the Manhattan Beach Women in Business Conference, please contact the Chamber at (310) 545-5313 or log on to www.mbwib.com.

In addition to sponsorships, there are

many other marketing opportunities available to supporting businesses, including advertising in the Conference Directory, which will be distributed to all conference attendees.

The Conference will feature speaker Grace MacArthur, Vice President of Leadership Development and Staffing at Mattel, Inc., as well as a timely panel discussion that will demystify the process of "going green" in your life, home, and business. The panel will be moderated by local environmental attorney, City Council member and Chamber member Portia Policastro Cohen; panelists include Paul Polizzotto, Chief Executive Officer, EcoMedia/EcoZone; Michael Millikin, President, Green Car Congress; and David A. Aardsma, Senior Vice President, Waste Management.

The tenth annual Manhattan Beach WIB Conference will be held Friday, April 18, 2008, at the Manhattan Beach Marriott. The theme for the conference is "Accelerate your business. Celebrate your soul."

The WIB Conference is the largest Chamber event of the year and gives attendees the chance to network with some of the most high-powered women and men in the South Bay. For more information and to register, please visit the Committee's Web site at www.mbwib.com or contact the Chamber at (310) 545-5313.

The North Manhattan Beach Business Community is Here!!!!

The Manhattan Beach Chamber of Commerce is happy to announce the formation of an exciting new team, the "North Manhattan Beach Business Community." Chaired by Melissa Enriquez Roy of the beautiful home furnishings and accessories store, Sur La Mer, the team's goal is to develop businesses in this newly named area. Melissa is going to schedule the first

gathering of business owners in January. Watch for details about this important meeting, Melissa will announce its location soon. Please join us and let us know your ideas for growing business in North Manhattan Beach. It is not necessary to be a Chamber member to attend this meeting. If you have any questions call Helen Duncan, President/CEO of the Chamber at (310) 545-5313.

New Member Orientation Set for January 31

Are you a new chamber member? Or have you been a chamber member for a while and have not been to one of our new member breakfasts? We are extending an invitation to all of you to come to our New Member Orientation on January 31. A continental breakfast will be served. Helen Duncan, President/CEO of the chamber, and all the chamber staff along with chamber board members and representatives of

many of the chamber committees will be there to help you learn about all the benefits of your membership. We look forward to meeting you.

New member orientation, January 31, 7:30 a.m. to 9:00 a.m. at Il Fornaio, 1400 Rosecrans Ave., Manhattan Beach. There is no cost to attend. Please RSVP to kathleen@manhattanbeachchamber.net.

Holiday Mixer Superb

By Mary Pat Dorr
Mary Pat Dorr Photography

Our annual Holiday Mixer is always a highlight of the year. The Ayres Hotel held up the tradition by hosting a delicious mixer in its local hotel. It was festive with beautiful decorations and lots of tasty food.

As usual there were lots of members and prospective members. The Ambassadors

were on the spot greeting new members and making them feel welcome. By the way, this is a great group and joining gives members access to lots of new connections.

Hope you all have a great 2008! We will try to gather hosts who make us feel so welcome.

They don't call me "The Party Animal" for nothing!



Helen Duncan and Karen Hill thank Lori Pavey and Matisse Restaurant's Executive Chef, Sherie DiBernardo, for hosting the festive Holiday mixer at the Ayres Hotel.



Member of the Month, Bob Jones, Bob Jones Enterprises, Inc., a Santa Float regular – can you guess why? – is congratulated by Helen Duncan and Karen Hill.

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THE BEACH REPORTER

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