



# Sand Dollar

Where Business and Lifestyle Work Together

## Message from the Chair: Have a Happy and Healthy New Year

By Karen Hill  
Mary Kay Cosmetics

We are 31 days into 2008 and I bet you have broken half of your New Year's resolutions by now. Oh, we are so strong, pious, honest and optimistic as we settle down with pen and paper relaxing after the holiday rush and warmed with nurturing brew to write our "promises" for the coming year.



Karen Hill

These promises all seem reasonable given we survived our daily routines while shopping, baking, attending parties, entertaining and running a business; we feel victorious, elated and a trifle smug. It is so easy to write these resolutions, still riding high after the first full week of the New Year with our convictions still strongly in place. Then each day after, little occurrences would happen and we would have to delay a 'promise' until later in the day, then delay a second 'promise' until the next day and then ... do I really need to go on? What was I thinking? Make ten new client phone calls per day, ten follow-up phone calls per day, hold five classes per week, work out at the gym one hour each day, cook a healthy dinner every night, spend more time with the family in the evenings and take every other weekend off.

We are not bad people and we are not failures! We just need a reality check. How many hours are we actually at our desks? Can ten new clients and ten follow-up quality phone calls happen and can we still handle daily operations? If I am at my desk making all these phone calls will I be able to prepare for the five classes, do inventory

and scheduling? Try starting with three new clients and three follow-up calls; it is better to feel an accomplishment at the end of the day by making your goal and if time allows you can make additional calls, as weeks pass you can always raise your daily number. Fine, you may be a Tarzan or a Jane, but I am not ... one hour a day at the gym ... every day ... realistically, one hour three days a week and walking along the Strand on weekends. Spending more time with the family can also be taking a Tai Chi class together one evening a week or an art class or even a game night at home.

Our Chamber has endless resources to help you grow your business the next eleven months; and especially the next 100 days. The first 100 days, or maybe 69 days now, should be spent highlighting your critical result areas and outlining vital activities that will generate momentum and set the stage for accomplishments both in business and personally. Perhaps now is the time to enlist a business coach or a business/personal counselor; maybe someone in marketing or bookkeeping. How about hiring someone to help in your 25th hour, a Girl Friday? Don't overlook your health; enroll in Pilates, yoga or Tai Chi. Look for programs given by Beach Cities Health District and Torrance Memorial Hospital.

My best advice to you is taken from our Chamber's Healthy Living/Healthy Business EXPO last October. Living a healthy life and having a healthy business will create a strong and prosperous New Year.

## North Manhattan Beach Committee Has First Meeting

The new North Manhattan Beach Committee had a great kickoff meeting at Bora Bora Restaurant on Highland Ave. Many North Manhattan business owners came and enjoyed the wonderful snacks and drinks. Helen Duncan, President/CEO of the Chamber, spoke as did Melissa Enriquez Roy of Sur La Mer explaining how the Chamber can support their businesses. North Manhattan Beach now has some new

Chamber members.

You'll find some terrific places to eat and shop in this special part of our city. This committee is going to work with the Chamber and the City to make North Manhattan Beach the best it can be. It is already charming with wonderful restaurants, boutiques and great services like a good old-fashioned shoe repair shop. Watch for the next gathering of this group and join us.

## Editor of Sand Dollar Named

Terry Comber, a Manhattan Beach Chamber of Commerce staff member, has been named the Editor of the Sand Dollar. Since joining the Chamber a year ago as Administrative Assistant, Terry has assisted Helen Duncan in editing the

newsletter and has worked with Kathe Reiken, MBCC Manager, in maintaining the MBCC website. She and her husband, Jim, live in Manhattan Beach. Her daughter, Audrey is a college student.

## Manhattan Beach Women in Business Conference Offers Sponsorship Opportunities

Debra Anne Davis  
Communication Consultant

The Manhattan Beach Chamber of Commerce's Women in Business Committee is busy preparing for its April 18th Conference. The Conference Web site, [www.mbwib.com](http://www.mbwib.com), provides information about the many aspects of this annual event—speakers, sponsorships, boutique exhibits and more. Tickets to the conference are also available online.



Debra Anne Davis

The conference is generously supported by its sponsors. Sponsors receive conference tickets and may introduce speakers, distribute promotional items or display company information on banners or in ads. To find out more about the benefits of specific sponsorship levels, please visit [www.mbwib.com](http://www.mbwib.com) and click on "Conference," then on "Marketing Opportunities" and then "Sponsor."

While you're there, click on "Exhibit" to find out about becoming a MBWIB Boutique exhibitor for the conference. Hosting a booth at the MBWIB Boutique will offer you a lot of exposure for your products and your

business. Please register early, though, in order to ensure a space. Confirmed MBWIB Boutique exhibitors so far include Advanced Eyecare Center of Manhattan Beach, Wiredgems, Dr. Lea Kelley, Karim Jewelry and Baby Alpaca Clothing, Hana's Fashions, Jewelry and Accessories by Cynde Daniels, and Rock Goddess Jewelry.

Also under the "Conference" and "Marketing Opportunities" tab on the Web site, you can find out how to "Advertise" your business to conference attendees. One great way to show your support for the conference is to place an ad in the Conference Directory, a take-home item that many attendees use throughout the year to access information about local companies that support charitable causes.

The tenth annual Manhattan Beach WIB Conference will be held Friday, April 18, at the Manhattan Beach Marriott. The MBWIB Conference is the largest Chamber event of the year. For more information and to register, please visit the Committee's Web site at [www.mbwib.com](http://www.mbwib.com) or contact the Chamber at (310) 545-5313. We look forward to seeing you there.

## Mayor Jim Aldinger to Deliver State of the City Message

Manhattan Beach Mayor Jim Aldinger, will deliver the State of the City message at a Tuesday morning breakfast, February 12 at the Belamar Hotel.

The city's leadership in implementing environmental initiatives, its commitment to improve city services, specifically older adult programs and library services, and the introduction of new and expanded communications with residents will be addressed.

Breakfast with Mayor Jim Aldinger, is Tuesday, February 12, 7:30 a.m. to 9:00 a.m. at The Belamar Hotel, 3501 Sepulveda Boulevard, Manhattan Beach. Tickets are \$20 each or \$180 for a table of ten. Purchase tickets online at [ManhattanBeachChamber.net](http://ManhattanBeachChamber.net), or call the Chamber at (310) 545-5313.



Mayor Jim Aldinger

## Mattel Toy Store to Host February Mixer

By Mary Pat Dorr  
Mary Pat Dorr Photography

Here is a chance to have a lot of fun while meeting and greeting friends at the February Mixer. The event will be held at the Mattel Toy Store, 333 Continental Blvd. in El Segundo on Wednesday, February 20th, from 5:30 to 7 p.m. There is complimentary parking in the front parking lot or in the parking structure behind the building.

Hospitality promises to be good with food and beverages offered to our established and new members. Guests will pay \$10.00.

A fun bonus with this mixer is that shoppers that evening will be offered a 30% discount on regular-priced merchandise including Barbie, Hot Wheels and more!

Bring your business cards and prepare to schmooze and shop while enjoying appetizers – a great combination for any mixer!

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Mission Statement: The Manhattan Beach Chamber is an association of businesses, other entities and individuals organized to encourage a strong local economy and quality of life by promoting commerce, sound government and an informed membership and community.



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