



Ernie Quintal, Chamber  
President & Owner On Q  
Resolutions

## President's Message

It has been a privilege for me to play a role in the formation and establishment of the Warman Chamber of Commerce these past two and a half years. Like any fledgling organization (or business for that matter), we had our ups and downs, but managed to persevere. When I look back, I'm amazed at what we were able to accomplish in such a short time span. I think the key to our success was, is, and will continue to be, our relationships. It's our people, you, our members and volunteers, who have made this all possible. Without you, and your support, there would be no chamber. I thank you.

One of our main goals to ensure the continued growth of our chamber was to obtain an executive director. I am pleased to announce the appointment of Jaimie Malmgren as our very first executive director. Jaimie has more than demonstrated over the past year that she not only has the skills, but the passion, to keep our organization moving forward. I wish her all the best in her new position.

As I leave my position as president, I am very optimistic about the future. I have a feeling that what we have accomplished in the last two and a half years, will pale in comparison with what our chamber will be accomplishing in the next few years. Exciting times will continue in our chamber world!

On a personal note, this has been an incredibly rewarding and invaluable learning experience for me, a highlight in my life, and I thank you for that. The friendships and relationships I've made I will always treasure, because together we made it better!

Ernie Quintal

## Warman's Open for Business Exhibition—Sept 25-26

Over the course of two days, businesses from the Warman and surrounding area will come together under one roof at the Warman's Open for Business Exhibition (WOBE). It is sure to be a fantastic opportunity to not only gain business exposure but also build business relationships. The Warman Chamber of Commerce will once again be hosting the Exhibitor Lounge. The lounge is exclusively for exhibitors and will be a great place to catch up with vendors over coffee and build relationships with new contacts. It's also an area to learn more about what the Warman Chamber of Commerce is all about. There will be plenty of complimentary refreshments and snacks provided. New to the show this year will be the Friday evening vendor networking session. This will be held after trade show hours and will be another great opportunity to connect with fellow business members without having to worry about running your

booth. The Taste of Warman and the bar will remain open during the networking session. So be sure to join

the diverse group of professionals in a friendly, fun and comfortable environment.



Volunteers are vital to the success of the Warman Chamber of Commerce. We welcome all members to step forward to help run the Exhibitor Lounge and the Friday evening vendor networking session. Please contact Jaimie @ 306-500-00185 for details. Thanks!

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DATES TO REMEMBER

September 2015

- 8 Chamber Board Meeting
- 16 Chamber on Tap
- 23 Wednesday Wake-Up Business Breakfast—"Importance of Workplace Ergonomics", Haylie Lashta, Warman Physiotherapy & Wellness

25/26 WOBE Trade Show

October 2015

- 13 Chamber Board Meeting
- 15 Business Networking Breakfast hosted by City of Warman, Great Plains College and Warman Chamber of Commerce
- 20 AGM—Stay tuned for details

FOR MORE INFORMATION OR TO REGISTER ONLINE CLICK ICONS BELOW:

CHAMBER ON TAP

6pm  
Every 3rd Wednesday of the month  
At Tosh's Bar & Grill



**WEDNESDAY WAKE-UP**  
*Put your morning to work.*  
4th Wednesday of every month  
Visit: [www.warmanchamber.com](http://www.warmanchamber.com) for more information.



## Share Your Knowledge—Member Blog

Do you have unique business insights or expertise to share? Or maybe you are aware of new resources that would be useful to other Chamber members? If so, we'd love to hear from you!! "Share Your Knowledge" is a NEW feature we are adding to our newsletter. This is an opportunity for our members to share information on their area of expertise with the membership. Participating in the blog is one of the many marketing & visibility opportunities exclusively available to Chamber members. Contact our office for more information.

### Black Spruce Analytics

Meet Susan. She's been a business owner for 15 years. She looks around at her peers and sometimes wonders if they have "the knack", or just lucky all the time. Peers like Audrey, her old friend from out West with whom she's having lunch.

"How do you do it Audrey? You've been so successful since we last saw each other. How did you get so lucky?"

"I'm not lucky—I just play the odds." replies Audrey. "What do you mean?" asks Susan.

"Tell me, how do you make your business decisions? How do you actually decide?" asks Audrey. "I don't know, I just think about it... and decide! But

sometimes I'm not sure... Big decisions can keep you up at night."

"Look, we all have business processes for accounting, inventory, human resources, you name it—but what about our decisions? My secret? I use a decision-making framework. There are many, like WRAP, OODA, or PCDA. But I like this one: Audrey scribbles an URL on a napkin, and slides it over to Susan.

"Take this course; it's free, online, and only takes eight hours. You'll sleep soundly and make decisions more confidently after that."

"How does it work?" Susan asks. "It forces you to go through all the important parts of a decision, like: What are you really deciding? What are the options? What information do you have—or need—about those options? How do your situation and values

inform your choice? And when you're done, you will be able to see the best alternative: the one that maximizes the chance of positive outcomes for your business."

Susan takes the class and begins making higher-quality decisions. She doesn't always get it right, but she does more often than not. And all her peers start wondering, "How does she do it? She must just have the knack..."

Here's what Audrey wrote on the napkin: [novoed.com/dq101](http://novoed.com/dq101) Sign up now, and remember: when you make good decisions, everybody prospers.

If you'd like some help with a particularly tough business decision, we're glad to help.

Reid McDonald  
306-260-9209  
[info@blackspruceanalytics.ca](mailto:info@blackspruceanalytics.ca)

## Local Massage Therapist Recognized for her Compassion

Congratulations to Lauren Profit, RMT, with Warman Physiotherapy and Wellness. She is our August Service with a Smile nominee. "Kind, compassion-

ate and very knowledgeable....I would not hesitate to recommend her as a massage therapist." Those were just some of the positive words Lauren's client had to say about her.



Interested in participating in this campaign? Share the Service with a Smile campaign with your customers/clients however you see fit. Posters and nomination forms are available [HERE](#).

We will recognize businesses that go above and beyond, providing what your customer sees as extraordinary service in an everyday situation. Nominations will be received from the general public and will be recognized in all WCC monthly publications, the newspaper, and announced at our monthly Wednesday Wake-Up Business Breakfast the

Offer the payment options your customers prefer

Payment Solutions for Chamber Members →



## Chamber Directors Needed

The Warman Chamber of Commerce Board of Directors are a hard working, dedicated team, made up of chamber member business representatives. The board works closely together to support the diverse mix of businesses within the membership. As we near our year end, we will be having a number of valuable

Directors leaving us providing an opportunities for other members to become more involved in the Chamber. If you are interested in becoming a Director or joining one of our committees and contributing to building a stronger business community, please contact Jaimie at 306-500-0185 or speak to one of the Directors for more information.



### Warman spends \$6.9 million annually on Household Furnishings



Furniture  
\$4.9 million



Rugs & Mats  
\$221,956



Window Coverings  
\$945,715



Art & Decor  
\$846,106

Square One can provide you at no cost detailed demographic & expenditure reports; competitive analysis, trends & benchmarks; industry profiles; SME performance reports; and information on businesses in Canada.

**squareone**  
Saskatchewan's Business Resource Centre

250 Third Avenue South  
Saskatoon, SK S7K 1L9  
Toll free: 1.888.576.4444  
www.squareonesask.ca

## Members in the News

Duane Funk recently transitioned from the manager of the Warman SuperValu to the owner. Congratulations Duane! We wish you nothing but the best in this new venture for you.

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The City of Warman is helping one local resident through the [Ready, Willing & Able Program](#). The program is designed to increase the workforce participation of people with intellectual disabilities. If your business would like to participate in this program, or if you would like more information, please visit [www.readywillingable.ca](http://www.readywillingable.ca).



Stay up-to-date on all the latest Chamber news and events. Click on above logo to be directed to the appropriate page.

## New and Continuing Members

We are delighted to welcome all of our new Chamber members and thank those businesses that show their continued commitment by renewing their membership. We continually strive to connect you to one another and to the community at large. Please visit their website (by clicking on business name) or stop by to introduce yourself.

- [Reve Homes](#)
- [Spotlight Sport & Corporate Wear](#)

### RENEWING MEMBERS

- [Laskowski & Wright LLP](#)
- [Warman Eyecare](#)
- Ray Graves
- [High Performance Human Resources](#)
- [Darla Schwartz—Coldwell Banker](#)

### NEW MEMBERS

- [One Shelf Marketing](#)
- [Stadium Power Ltd.](#)



**WARMAN**  
CHAMBER OF COMMERCE

*Together we make it better.*

P.O. Box 2265  
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Phone: 306.500.0185 Fax: 306.500.0186  
Email: [admin@warmanchamber.com](mailto:admin@warmanchamber.com)  
[www.warmanchamber.com](http://www.warmanchamber.com)

# WARMAN CHAMBER OF COMMERCE BOARD OF DIRECTORS



Warman Chamber of Commerce is accepting nominations for our Board of Directors. Serving on the Board is a great way to get involved, work with other member businesses and learn more about what our Chamber does behind the scenes. Any member in good standing order is eligible to be on the Board. If a nominee is not a current member, they must agree to become a member before taking their seat on the board. Each elected Director will begin a two year term effective at our AGM scheduled for October 20, 2015.

## ***What do directors do?***

Directors participate in the governance of the Chamber of Commerce, determining the focus and direction of the organization each year. Directors are also actively participating as representatives and ambassadors of the business community at various Chamber and community events. This includes attending monthly board meetings, participating at the AGM, appearing at Chamber member events, volunteering with Chamber initiatives, and participating on board committees.

## ***When do directors meet?***

The Board of Directors meet at 7pm every second Tuesday of each month. Board members serve two year terms working with the executive committee consisting of a President, Vice-President, and Secretary/Treasurer.

## ***Why would I want to be a member of the Warman Chamber of Commerce Board of Directors?***

### **◆ Personal Development & Growth**

Opportunities to learn new skills, meet new people and participate with a group of community leaders who you can learn from and with. It's a rewarding way to share your skill sets and talents.

### **◆ Professional Development**

Provide and fine-tune invaluable professional development skills that can help advance your career (public speaking, networking & leadership experience).

### **◆ Exposure**

Make new business contacts, participate in events that expose you to the opportunities for business growth and success.

### **◆ Be Connected**

Help to govern a well-organized, well respected and high profile organization in the Warman and surrounding area.

### **◆ Give Back to Your Community**

Lend your skills and expertise to help shape the future direction for business in Warman and surrounding area.

### **◆ Fun**

Have fun with a group of people who care about Warman.



If you are interested in serving on the Warman Chamber Board of Directors, please contact our office for more information on the duties and expectations of a director.



**WARMAN**  
CHAMBER OF COMMERCE

*Together we make it better.*

Your Future Employee is Waiting to Meet You!



saskcareers.ca will give you the opportunity to:

- create connections to the workforce of tomorrow
- attract workers to your business and industry
- have a regional presence in your community

## How Do You Connect?

### STEP 1



Go to [saskcareers.ca](http://saskcareers.ca)

Click on Employer tab at the top and follow the directions!

### STEP 2



Your profile may include:

- Logo/contact information
- Description of your company
- Locations and number of employees
- Learning opportunities
- Potential careers available

### STEP 3



Get ready to engage in your community

### PLUS



Get ready to connect with your future workforce!

Supported by the



\*SaskCareers is managed by the Saskatoon Industry-Education Council



**If you are a New Business, Going through Challenging Times or want to Grow Your Business**

## **JOIN THE RAJ MANEK BUSINESS MENTORSHIP PROGRAM**



The Raj Manek Mentorship Program (RMMP) has been operating since 1998 and is accepting applications for their September intake.

### **RMMP provides:**

- ⇒ One-on-one mentorship with an experienced member whose skill sets compliment your targeted areas of improvement.
- ⇒ Monthly seminars on topics of interest create an environment where participants can feel comfortable asking questions.
- ⇒ Technical advisors available one-on-one in the areas of Accounting, Finance, Human Resources, IT, Legal, Sales, and Strategic Planning.
- ⇒ Program affiliations to access databases and resources from other programs including PCensus, Reference Canada, Hoovers, iSell, Kompass
- ⇒ Access to RMMP databases including eStatement Studies, First Research, and Profit Driver
- ⇒ Peer-to-peer mentorship service where business owners can congregate and share their thoughts, ideas, and jointly solve problems with the guidance of a technical expert.
- ⇒ Networking opportunities

This relationship is an interactive sharing environment which results in an enriching, mutual learning experience.

To learn more about the Program, please join us at our annual Business Mixer to be held on Thursday, September 10, 2015 at the NRC Plant Biotechnology Institute, 110 Gymnasium Place, Saskatoon, S7N 0W9.

### **TO REGISTER**

Phone: 306-244-2151

Email: [infor@manekmentoship.sk.ca](mailto:infor@manekmentoship.sk.ca)

Visit [HERE](#)