

Calendar of Events

November 2008

- 4 — Executive Committee — 10:30 am at the Chamber
- 12 — Board Retreat — 8:00 am—5:00 pm — Sioux Valley Energy Community Room
- 13 — Marketing Committee — 8:30 am at the Chamber
- 19 — Sports & Rec Committee — 12:00 pm at the Pizza Ranch
- 20 — Public Relations Committee — 8:00 am at the Chamber
- 20 — **Chamber Mixer** —5-6:30 pm at New Day Counseling Services and Therapeutic Massage & Bodyworks – 304 S. Splitrock Blvd. (above Brandon True Value)
- 26 — Tourism Committee —9:00 am at the Chamber

December 2008

- 2 — Executive Committee — 10:30 am at the Chamber
- 9— **Know What's In Your Backyard Tour** — 11:30 am – 1:00 pm at PACE Manufacturing – at their new location on Redwood Blvd. next to the Brandon Valley school district's transportation facility
- 10 — Chamber Board Meeting — 11:30 am at the Chamber
- 11 — Marketing Committee — 8:30 am at the Chamber
- 17 — Sports & Rec Committee — 12:00 pm at the Pizza Ranch
- 18 — Public Relations Committee — 8:00 am at the Chamber
- 24 — Tourism Committee — 9:00 am at the Chamber

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Horizon is an official publication of the Brandon Valley Area Chamber of Commerce
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BVACC Staff
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October 2008

Membership Drive Success Includes Many New Members!

The first ever membership drive has brought both success and many new members. Please welcome these organizations to the Brandon Valley Area Chamber of Commerce Family!

- Loosbrock Drainage
- Monarch Sales
- Mr. Movies
- Plains Commerce Bank
- Portraits by Hauser
- Pro Car Wash
- Pump House
- Quilted Memories
- Redwood Court Apartments
- Richard Erickson, Farmers Insurance Company
- Schoenemans Construction, Inc.
- Small Wonders Children's Photography
- T.J.'s Oil Service & Storage
- Advance Trading Inc.
- Allison's Dance Academy
- Alternative Health & Wellness
- Black Signs of South Dakota
- Brandon Valley Jr./Sr. Parents Committee
- Brandon Valley Fine Arts Booster Club
- Brandon Water Softener Service
- Bryce Nienkerk, Town & Country Realtors
- Cartridge World
- Chris Hood Landscaping
- Jon Johnson, HJN Team Real Estate
- Knudtson Collision Repair
- Lightning Towing

about the benefits they can receive by becoming a member of the Brandon Chamber. By working together, we can accomplish so much more!



Board Election Ballot Due Nov. 5

The Chamber Board of Directors are the administrative body of the Chamber. They set the goals and direction of the Brandon Valley Area Chamber of Commerce.

There are three Board of Director positions open. Each is for a 3-year term of office beginning in January 2009.

All Chamber members have the opportunity to approve the proposed slate of Board members. Check out the insert in this newsletter for a profile of the 3 candidates as well as your official ballot.

Please return the completed ballot to the Chamber office no later than November 4, 2008.

Thank you to Todd Headrick, HJN Team Real Estate for the printing of the Horizon Newsletter.

Congratulations to Movie Time for their consolidation with County Fair!



What's Inside....

- ~ Chamber Committee Highlights ~ Halloween 'Hauntings' Around Brandon ~ Did you know? ~
- ~ Cutting, Breaking, & Mixing it up ~ Intuitive Skills in Business ~ Calendar of Events ~

Chamber Committees' Monthly Highlights

Fundraising Committee:

Will be meeting October 23rd to discuss the recent Harley Raffle Event as well as begin plans for the upcoming Santa Stops.

Marketing Committee:

With the year coming to a close, it is time for this committee to start working on the 2009 Phone Directory. Not only do they have this project, but they are also responsible for the new banners that will be displayed over the holidays up and down Splitrock Blvd. If that wasn't enough, the City and the Chamber are currently working together to create a plan for new signs at all the entrances of the city to 'Welcome' everyone on their way in. A digital sign at one of the entrances as well as creating a digital sign here at the Chamber is also a part of this endeavor.

Membership Committee:

As this committee continues to finish up the first ever membership drive, they are already celebrating as this has been a very successful endeavor! The plan is to have all membership commitment forms turned in by Oct. 31st. When the drive is complete this group will reconvene to discuss changes for next years drive.

Public Relations Committee:

With election day right around the corner, the public relations committee that now includes the legislative events has been working diligently to set up next year's 'Brandon Day at the Legislature' as well as setting up the Pre-Legislative Luncheon and Legislative Coffees for January and February 2009. These events are for all Brandon residents to learn and be more informed on what goes on in Pierre throughout the legislative session.

Sports & Recreation Committee:

In conjunction with the membership drive, the Sports & Rec committee is working on getting all of the sports associations in Brandon to become members to take advantage of some of the new additions that are currently being implemented on the Chamber website. If you haven't visited the site lately, please notice there is a new Community tab with a listing of Sports Associations with their contact information including a direct link to their website.

Tourism Committee:

As the Brandon City Maps were a huge hit with visitor's of Brandon this year, it has been decided that we will be printing another 700 maps to hold us over to the 09-10 map printing that will take place in March.

Did you know?

Did you know that you can post your business' special event in the Events Calendar on the Chambers website?

Recently, some of you have taken advantage of this opportunity. So, here is how it works:

Call, email or fax us all the information about your event including what time it starts and ends. That's all you have to do! Talk about keeping it simple!!

We have been getting amazing numbers on our website! Why not give the Event Calendar a go?

People are looking at the calendar to find out what's going in Brandon for something new to do this fall, or to help them decide where to relocate. Your event could greatly help their decision not to mention boost your sales.

If you are promoting your business with an event that is open to the public, consider getting it on the Chambers' website.

Halloween 'Hauntings' Around Brandon

Brandon resident's knees will be knocking this Halloween with 2 great spooky events for the whole family!

Haunted House

The Brandon Edge along with Modern Woodmen and the Knights of Columbus are having their Haunted House at the Brandon Fire Hall, of course, on Halloween, October 31st from 6 to 8pm.



Trick-or-Treat Trail

You can visit Big Sioux Recreation Area on October 25th, from 5pm to 8pm for a night of fun on the trails. A section of the trail will have stations for trick or treat- where fun and educational items will

be handed out along with some candy. Please bring a flash light as the trails get very dark.

Park visitors can take part in a reflective sign scavenger hunt which will start and end at the picnic shelter. Visitors can warm up by the fire and have a cup of hot chocolate, coffee or cider. Coloring books will be available in the shelter for the kids, too.

All ages are welcome. There is no cost to participate in this event, although a park entrance license is required. Big Sioux Recreation Area is located four miles southwest of Brandon off I-90, Exit 406. If you have any questions, please call 605-582-7243.



Cutting, Breaking & Mixing it up!



Chamber Mixer

Brandon Tennis Courts

September 25



Know What's In Your Backyard

Crimson Fire

September 16

How Does One Capitalize on Intuitive Skills in Business?

If you have ever been around someone with great intuitive skills, it can look almost like magic the way they seem to just know things. Perhaps your mother had great intuition, always knowing just when you needed a hug and just when you needed a push. In the world of business, too, there are people whose intuition is sharp and accurate, usually helping them toward business success. Leaders recognize the importance of intuitive skills and continually develop and refine this skill as part of their leadership development.

Natural Intuition

What exactly is intuition? Some people desire it as a gut feeling, a little voice in your head, or even a tingling sensation that gets your attention. The truth is that every person has natural intuition that expresses itself in different ways, but not every person is aware of or pays attention to their intuition.

It is said by some that women tend to have greater natural intuition than men do, but that is not necessarily the case. Anyone who has ever been a regular caregiver for a child knows that it is possible to develop a sense of what that child is thinking and feeling, especially when the child is very young. And in close social groups, such as fraternities, clubs and service organizations, friends of both genders often develop close bonds that are strengthened by their natural intuition.

Strengthen your intuitive skills

Natural intuition is really just a person's ability to observe the world around him or her and interpret the information. Regardless of whether you think you have much natural intuition, there are ways for you to strengthen your intuitive skills

Body language-you can learn much by watching the body language of people around you. Experts say that 60% to 80%

of all communication is non-verbal and body language is the primary component. Much of what we call intuition is really just paying attention to body language and understanding what it means.

For example, if you are in a staff meeting and observe an employee leaning forward and listening closely, that person is showing interest and engagement in the discussion. If, however, an employee is leaning back, arms crossed, looking down or doodling on a notepad, that person is showing disinterest and disengagement in the discussion.

Tone of voice-when a person speaks, their message is much more than the words used. Tone of voice is a powerful part of verbal communication, and gives greater depth of meaning to the message. When you pay attention to tone of voice, you build your intuitive skills.

For example, the next time you participate in a discussion at work listen to how other participants use their tone of voice. Monotone, quiet, or lack of inflection may indicate disinterest or disapproval. A lot of inflection and louder tones may indicate strong feelings about the topic at hand. Or, ending sentences with an inflection up, similar to a question, may indicate someone is unsure of themselves or lacks confidence.

Intuition vs. Assumption

It is important to understand the difference between intuitive skills and simply making assumptions about other people. Paying attention to your intuition is never an excuse for making unwarranted assumptions, being judgmental, gossiping, or engaging in rumor and innuendo. Intuitive skills are not a substitute for open communication, strong interpersonal skills, and building good work relationships. Rather, they are a way for you to enhance your ability to work productively with others and improve your business performance.