

JANUARY MEETING

Our meeting on January 28th featured Guest Speaker Garfield Dunlop, Simcoe North MPP. Now in opposition, Garfield can talk a little less guardedly. Much time was spent on the Site 41 issue in Tiny Township. Individuals wishing to impact the County's decision in this regard should send a letter of objection (or support?) and sign the ever growing petition. Details available from Garfield's office at 526-8671 or from Mary Campbell at 322-2845.

Our new dinner meeting venue is the South Ballroom on the main floor, which provides us with much more space, including the stage and microphone. This is a good, continuing opportunity to do you own table top display - much like Paul Marasse's Easy Arch presentation.

Jeff Argue (Jeff Argue Landscaping) was our 50-50 draw ticket salesman. Thanks, Jeff! The winner of \$83 was Bill (I never win anything!) Hook of Fred Hook Limited. Dave Templeton won the Chinese Auction.

HOME AND LEISURE SHOW

This is scheduled for the Midland Sports and Recreation Centre (Arena) on April 23, 24, 25. Don Bryant has secured 10 booths for MPDBA members and is working out display and coverage details. Aside from "member specific" booth spaces, the MPDBA will have its own generic table where we will hand out members' business cards, promotional material, etc., all designed to help Build YOUR Business. We urge you to take advantage of this exclusive membership privilege by having photo displays, etc. ready by mid-April. Contact Don Bryant - 534-7024.

THE SECRET OF SUCCESS IS TO DO THE COMMON THINGS COMMONLY WELL!

LEARNING OPPORTUNITIES

Georgian College in Midland (526-3666) is offering several Professional Development seminars, two of which might be of specific interest for those of our members who believe in ongoing self-improvement.

<p>TIME IS POWER</p> <ul style="list-style-type: none"> ⌚ Take charge. Organize. Prioritize. ⌚ Get more done ⌚ Put time to work for you <p>Anyone in business, whether employee, supervisor or manager/owner will benefit from this information.</p> <p>Friday, 9 a.m. - 3 p.m. February 20</p>	<p>SPEAK UP AND CLOSE THE SALE</p> <p>See for your self when and how to close the sale: capitalize, in an ethical manner, on buying signals.</p> <p>Friday, 9 a.m. - 3 p.m. March 26</p>
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Fee for each seminar is \$125 per person, and includes a light lunch. Seminars are held at 355 Cranston Crescent, Midland.

Call 526-3666 to register



FOUR REASONS TO DO BUSINESS WITH YOU NEIGHBOURS

It's tempting; though time consuming, to go to larger cities to purchase a product or service. Here are four good reasons why you should shop locally instead:

Local businesses are committed to their communities.

They are usually planning on a long-term commitment to the chosen area for their business. They value their community's lifestyle, and they have a vested interest in their community's quality of life. They are there because they want to be.

Existing businesses are major contributors to a community's economy and tax base.

As they grow and expand, they can generate up to 80 percent of their community's new jobs. In economic development efforts, existing successful business owners are precious resources. Their presence makes a very positive statement in new business recruitment.

When existing businesses thrive, so do their communities.

Healthy businesses are apt to remain in the communities that demonstrate constant and visible commitment. Support of existing businesses also demonstrates support of job creation and additional community cash flow.

Local businesses support their community.

If you look behind the scenes at any little league or soccer team, chances are you'll find a local businessperson, giving their time, and often their money, to the common good. You often pay for what you get, not only in product but services, when you travel to larger cities to shop. However, small businesses have a vested interest in this community and are here to meet your every need with respect to price, quality and service. So if everyone patronized our local small businesses, they'll still be there when we need them.

Essentials For Motivating Employees

- Be congruent in your words and actions
- Make manageable promises: where possible, deliver more than you have promised to customers, stakeholders and employees.
- Be consistent in your reward policies
- Let employees make decisions where reasonable
- Give employees input into decisions that affect their lives
- Establish goals but let employees determine how they will achieve those goals
- Reward promising employees with roles on interesting projects
- Divide jobs into levels of increasing responsibility and leadership
- Make sure managers are well trained
- Promote a balance of work and personal lives

"THE WORLD'S FASTEST ANNUAL GENERAL MEETING

...will be part of our program on February 26th. Your Board of Directors wishes to report to our members on the past year's programs, activities and accomplishments. We will also present for your information a brief report on membership growth, highschool scholarships and the year's financial activities. The Board of Directors for the February 2004 - February 2005 term will also be declared.

THE TROUBLE WITH RETIREMENT IS THAT YOU DON'T GET A DAY OFF!

NOTES AND STUFF AND NOTES AND STUFF AND NOTES

- Take advantage of our larger meeting/dining room facilities to promote your own business
- Please keep us apprised of any changes in your organization, such as staffing, new services or new product launches, etc. We are eager to get the word out, but you have to tell us - Austin 526-6907
- Your brochures, plus promotional pens, note pads, etc. at each dining table are always welcome and are well used.
- Did you ever consider sending one of your key staff people to a MPDBA dinner meeting to represent your company in the event that you can't attend? Try it, it makes great sense.
- Midland Home Building Centre has a new store manager in the person of Kevin Mateff, who has been the long time assistant manager. Steve and Judy Guilfoyle are moving on to take over the MHBC store in Allendale. We wish Steve and Judy well in their new venture and wish to publicly acknowledge all the wonderful support provided to the MPDBA by MHBC (and formerly Beaver Lumber) over the years. Best of luck to Kevin, who now takes over the "big office"!
- Contractor Rental Supply has switched their MPDBA membership from their Barrie office to Orillia. Orillia CRS contact is Rob Desroches - 327-8282 or 627-6998.
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THERE IS A VERY FINE LINE BETWEEN HOBBY AND MENTAL ILLNESS!

GOLF 2004

Our annual Golf Day is set at Brooklea for Friday, July 9th featuring a pre-tee off, barbecue lunch, shot-gun start at noon, scramble format golf, hole-in-one and other contests and prizes, cash bar, dinner, silent auction and awards.

Since starting the registrations for a maximum of 36 foursomes in mid-January, here are our registrations to date:

Mortgage Intelligence:	1 foursome	JD Do-it-all:	1 foursome
Antero Kontkanen:	1 foursome	Tim-br Mart:	8 foursomes
Muskoka Windows & Doors:	2 foursomes	Rona:	4 foursomes
Midland Home Building Centre:	4 foursomes	A&R Carpentry:	1 foursome
Al Sant:	1 foursome	ServiceMaster:	1 foursome
Fred Hook Ltd.:	1 foursome	Huron Alarms:	1 foursome
ONHWP:	2 foursomes	The Sarjeant Co.:	1 foursome
Harry Huizinga:	1 foursome	Belanger Aluminum:	1 foursome
Peter Deacon:	1 foursome	CRS:	1 foursome

This totals 33 foursomes. We can register only 3 more. Call 526-6907 now. Don't get shut out!

Hole sponsorships are rolling in nicely as well and we will print the completed list of:

BRONZE: \$100

SILVER: \$250

GOLD: \$500

PLATINUM: \$1000

...in our next issue. Each level carries with it an MPDBA membership reduction from \$50 - \$300 plus a range of promotional venues. Call Austin at 526-6907 for more information.

Here are the top ten most popular trends/demands expected by the consumer:

1. Main-floor laundry room
2. Ground-floor home office
3. Hardwood flooring upgrade in kitchen
4. Whirlpool bath separate from shower
5. Built-in kitchen appliances
6. Addition of kitchen cooking island
7. Non-neutral interior paint colours
8. "Smart" house wiring
9. Home theatre room
10. Skylights

And here are the top ten innovations for Home Comfort and Convenience:

1. Universal controls for home appliances. The remote control will expand to include access to computers, lighting, heating and cooling, and all types of electronics and appliances in the home.
2. Personalized health monitoring and care. Consumers will have quality health monitoring in the comfort of their own homes. Results will be transmitted to a doctor via the Internet.
3. Home environmental quality. Indoor air quality will be greatly improved through advanced fans and filters that remove allergens from the air.
4. Integration of the TV, telecommunications and computing. Homes of the future will have powerful computers and the most complex of software programs - and often these will be miniaturized to fit into the smallest of electronic devices.
5. Voice recognition and activation. By 2012, security systems in homes will be activated by your unique voice pattern.
6. Personalized energy. Miniaturized fuel cells will eclipse traditional batteries in providing power for phones, computers and electronics. Heating, cooling and other major appliances could be run from fuel cell power.
7. Environmentally friendly and sustainable materials. New, more economical materials will be developed using naturally derived fibres, including genetically engineered trees, plants and crops.
8. Home waste treatment. Homes will be required to pre-treat solid trash leading to a new generation of trash compactors. Homes may also be required to pre-treat waste water.
9. Personalized identification and security. Virtually everyone will carry their health and medical records with them, either as a piece of jewellery or as an implanted chip.
10. Home zone temperature, humidity and lighting. By 2012, we will see room-by-room heating and cooling for better comfort zones and energy efficiency. Zone lighting will become common in houses with sensors automatically turning lights on and off as you enter and leave the room.