

April 10, 2017



Photo courtesy of City of Tempe

Equal Pay Awards for Chamber Businesses

Four Chamber businesses were distinguished by the city as Equal Pay Business Partners last week. Scroll down to find out who they were and what the City is doing to encourage equal pay.

IN THIS EDITION:

- Secrets of the Sales Leader of the Year
- Meet the keynote speaker and emcee
- Chamber businesses win Equal Pay award
- Uber's business strategy, analyzed

Chamber News

The Secrets of a Sales Leader of the Year



Karla Boyles of [Hampton Inn and Suites in Tempe](#) was awarded the 2016 Sales Leader of the Year by Hilton.

In an interview with the Chamber, hear what Boyles values most in her employees and sales tactics, and how it's enabled her to have the success she deserved.

[Read more](#)

Business Woman of the Year Finalists Named

The Tempe Chamber is thrilled to announce the finalist for the 2017 Business Woman of the Year award.

This year's finalists are:

Margo Brown, of Wave Productivity

Tracy Bullock, of Bullock Training and Development

Dawn Hocking, of TCH

The award recognizes an individual's excellence in their chosen field and demonstrated leadership within the community. The award honors those who serve as a positive role model to others and are active in community and Tempe Chamber programs.

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Conference Keynote Speaker is Debbie Gaby

The keynote speaker for the conference will be [Debbie Gaby](#). Debbie is an area entrepreneur and philanthropist. Gaby, who was known as "America's Sleep Queen," was president and spokesman for Sleep America, Arizona's largest mattress retailer in Arizona before the company was



sold in 2015.

Gaby is also recognized as a champion philanthropist and benefactor, establishing Sleep America Charities and later Debbie Gaby Charities.

[Liz Warren](#) will be the emcee of this year's conference. Warren serves as the director of the South Mountain Community College Storytelling Institute in Phoenix.

Conference Sponsors, Exhibitor Booths Available



Be apart of the conference by being a sponsor! Multiple levels of sponsorship are available. Please contact [Joanne Stockdale](#) to learn about sponsorship opportunities.

Showcase your business by being an exhibitor! A trade show will take place for over half of the time of the conference and can be an ideal setting to build leads and network with other business leaders.

The conference is also looking for silent auction items. If you want to showcase your business with a booth or auction item, please contact [Julianne Davis](#).

Did you know...



The Chamber partners with the National Chamber Program and Office Depot to bring exclusive group-purchasing savings to all Chamber members, from large businesses to entrepreneurs. Shop online or in the store, and pass the savings along to your employees.

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NATIONAL CHAMBER
PROGRAM

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Business Success

Your Co-worker; A Robot?

By David Brancaccio and Katie Long, Marketplace

In the ever-changing workplace, competition and anxiety of who (or what) will be replacing the nation's workforce grows more and more.

But what if there was an opportunity to utilize automation without dispensing workforce?

[Read more](#)

Is Uber's Driver Reward System the Future?

By Noam Scheiber, The New York Times

Uber is seen as an innovator in the "gig" economy; utilizing non-committed contract work to fulfill the company's vision.

How does the company encourage people who aren't their employees to work more? They use tactics that may — or may not — be

[Read more](#)

3 Steps for Managing Your Fear of Public Speaking

By Stephanie Scotti, SmartBrief

Even seasoned professionals will get the public speaking jitters sometimes. Public speaking certainly isn't for everyone, but these three steps can help you appear confident and knowledgeable to any audience.

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Member News

Chamber Businesses Named Equal Pay Partners

Four businesses were honored by the City of Tempe as Equal Pay Business Partners during a ceremony at City Hall Wednesday.

[Express Employment Professionals](#), [Mulligan's Manor](#), [Landings Credit Union](#), and Dinos 2 Personalized Auto Sales demonstrated equal pay rates among all employees regardless of gender. The distinction is part of the Equal Pay Initiative put on by the City.

Tempe is also helping to close the wage gap through pay negotiation classes. These free classes are designed to build confidence and skills around salary negotiation, market worth, tools of persuasion and business strategies.

[Read more](#)

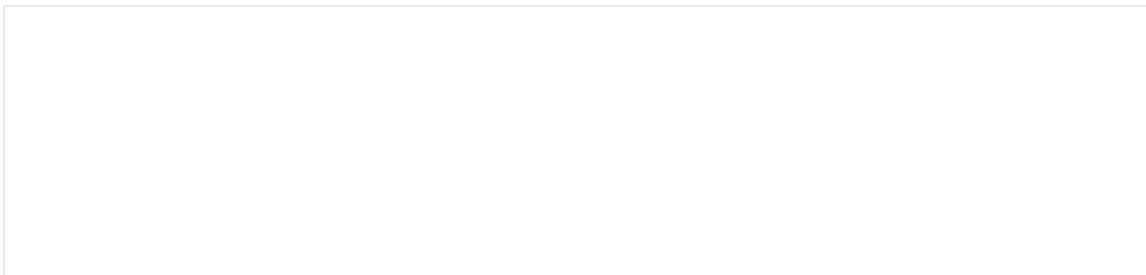
Caliente Construction Among Best Women-Owned

[Caliente Construction](#) was named one of the ten most successful women-owned businesses in the Valley, according to an article in the Phoenix Business Journal.

The rankings come from local revenue, which places Caliente Constuction _____. The company, owned by Lorraine Bergman, was also honored by the Chamber last year with a large-company Business Excellence Award.

[Learn more](#)

Get a full list of events here





Tempe Chamber of Commerce

For more than a century, the Tempe Chamber of Commerce has built an environment that enhances the economic vitality of our membership and the business community as a whole. Through our commitment to and involvement with the community, we provide...

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