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Our Women in Business Mentoring Program welcomed Debbie Waitkus for their January workshop.

Helping You Succeed

Tempe Chamber Business Excellence Awards Nominations Open

By Sean Donovan, Tempe Chamber of Commerce

The Tempe Chamber of Commerce is accepting nominations for the 2016 Business Excellence Awards. The awards promote the advancement of responsible business leadership and honor those that demonstrate a passion for excellence. [More >>](#)

The Rules for Hashtags

By Rachel Brockway, HMA Public Relations

Last week, David Landis, our Public Relations Global Network (PRGN) partner in San Francisco shared a post from Guerrilla Marketing on Twitter titled 5 Hashtag Etiquette Rules For Social Media Marketing. Those of you who know me and/or read my blog posts regularly (I Literally HEART Twitter, Twitter Tip #1, Tip #2 and #3 and Tip #4) understand that Twitter is my favorite digital communications tool, so of course I had to read this blog post immediately. [More >>](#)

How to Pull Yourself Out of a Funk

By Tony Robbins, Business Insider

At some point or another all of us have experienced a rough patch. The trick is to pick yourself up and keep going. Tony Robbins, bestselling author of "Money: Master The Game," reveals the best way to get yourself out of a funk. [More >>](#)

4 Tactics to Sell Expensive Products

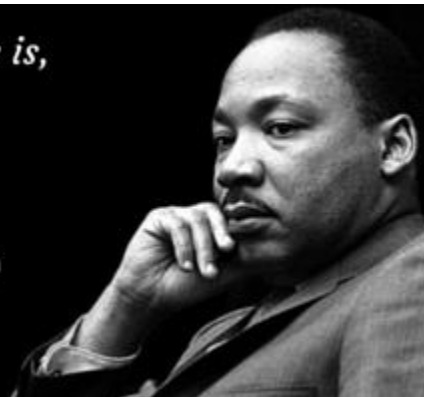
By Brian Horn, Entrepreneur

While the high-margin items are the ones that keep your company in the green, a lot of people in sales lack confidence selling the most expensive items on the list. To win these sales, you need to approach them a different way. Here are a few things to keep in mind. [More >>](#)

How to Know if You're Being Ambitious-or Just Plain Old Impatient

By Kat Boogaard, The Muse

Yes, there's definitely a difference between being driven and being obnoxiously pushy. And, dealing with those overly eager co-workers can be a bit of a pain. But, have you ever stopped to consider whether or not you have the tendency to cross that line? Are you coming across as exceptionally motivated or incredibly annoying? [More >>](#)



*Life's most persistent and urgent questions is,
'What are you doing for others?'*
~ Martin Luther King, Jr.

**TEMPE
CHAMBER** The Tempe Chamber will be closed on
Monday, January 18 in observance of
Martin Luther King, Jr. Day.

Get Involved

Walk in the Wild is Back!

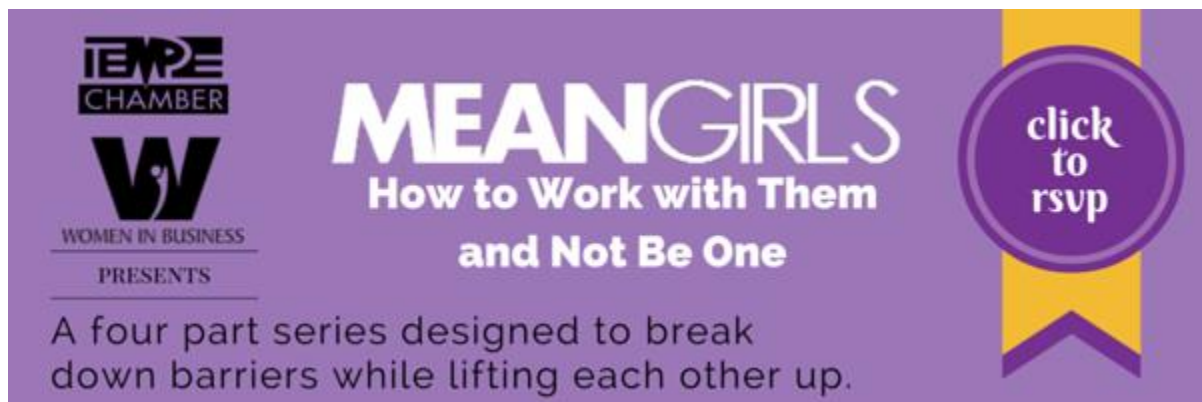
Walk, run or volunteer for wildlife at the Phoenix Zoo's Walk in the Wild 2016 on January 30. Don your favorite animal attire and take part in the one mile or 5K, enjoying the sights and sounds of the Zoo. Walk in the Wild includes a morning full of unique activities you won't find at any other Valley walk, including all-day Zoo admission, raffle and lakeside after-party. [More >>](#)

6 Candidates Vying for Tempe City Council Seats

Together with The Arizona Republic, the Tempe Chamber of Commerce will host a public forum on Monday, February 1, from 7:00 p.m. to 8:30 p.m. at the Tempe City Council chambers. The public is welcome to attend. [More >>](#)

I-HELP Walk/Run for the Homeless to Raise Funds for Tempe's Only Homeless Shelter Program

Join Tempe Community Action Agency for the 2nd Annual I-HELP Walk/Run for the Homeless! Participate as an individual or get a team together for some friendly fundraising competition. The event benefits I-HELP, Tempe's only homeless shelter program. I-HELP (Interfaith Homeless Emergency Lodging Program) is a program of Tempe Community Action Agency (TCAA), Tempe's leading social service agency. The 5K, 1-Mile Walk/Run and Kids Fun Run will be held on Saturday, April 9th; registration begins at 7 a.m. with the event starting at 7:30 a.m., at Kiwanis Park, 5500 S. Mill Ave., Tempe. [More >>](#)



TEMPE CHAMBER
WOMEN IN BUSINESS PRESENTS

MEANGIRLS
How to Work with Them
and Not Be One

A four part series designed to break down barriers while lifting each other up.

click to rsvp

Member News



Hi There!

Click to view our New Members,
Renewals, Premier Membership,
and 110% Club

Salt River Project (SRP) topped J.D. Power's business customer satisfaction rankings for large, western power companies in the J.D. Power 2016 Electric Utility Business Customer Satisfaction Study, for the sixth time in seven years.

Chick-fil-A welcomes a new Superfood Side to the menu on January 18. Stop by either their **University at Mill** or **Mesa Riverview** locations to enjoy the new treat.

The governing board of the **Kyrene School District** elected new leadership, with Ross Robb handing the gavel over to Bernadette Coggins, who is the new President of the Board. Elected Vice-President is John King. Congratulations Mrs. Coggins and Mr. King! And thank you Mr. Robb for your leadership the past two years.

Got News?

Is there something exciting going on in your business? Did you land a really big deal? Did a team member join a board? Are you offering new services? Did you sponsor an event? **If it's news to you, it's news to us!** If there is something you want the Tempe Chamber community to know, just add a Status Update in our [Member Information Center](#). Don't have a login? Just reply to this email and we will help you!



Social Media Shout Out!

Congratulations to our very own Judy Aguilar-Woertz for completing her final certification to make her agency one of the best, and classiest! She is now a Retirement Income Certified Professional (RICP). If you ever have questions about your retirement, Judy's your woman!

*Be sure to use **#TempeChamber** when posting on social media for your chance to be mentioned.*

Member to Member Deals

Check out these amazing deals and specials our members offer **exclusively** to their fellow chamber members. From massages to hotel stays, banking to education, shopping to marketing, there is something for everyone. [Click here](#) to check out the current deals.

Want to offer something to members? [Log into](#) our Member Information Center and get started. If you need assistance logging in, please reply to this email.



Community News

State of the State: Ducey Talks Marketing Strategy, Tax and Regulation Cuts and Education Spending

For business, Ducey focused on cutting taxes, reducing regulations and boosting opportunities for innovation. He also threatened cities with cuts to shared state revenue if local governments tried to exercise control over business operations or blocked innovation through regulations. [More >>](#)

Are Mesa and Tempe the Next Big Mural Art Destinations?

The City of Tempe commissioned its first public art mural, Don't Wake the Dreamer by Lauren Lee, in 2014. And it has commissioned Jake Early to paint its next public art mural on a nearly 400-foot-long wall north of Daley Park on the east side of College Avenue this spring. Early says he'll be using stencils and painting freehand to create a history of the neighborhood focused in its relationship with water. [More >>](#)

ASU SparXX Initiative Seeks Applicants for Spring Cohort

The SparXX 20 program is business education tailored for women business owners in revenue of under \$1,000,000 annually. SparXX 20 businesses will participate in 24

hours of in-depth workshops and have the opportunity to develop mutually beneficial relationships with other women business owners from various sectors and across the Phoenix Metropolitan Area. Applications will be accepted through February 23. [More](#) [»](#)

Get Social with the Tempe Chamber



Use **#TempeChamber** when you are posting on social media to show your pride in your membership. You may even get a like, retweet or repost!

An event poster with a dark grey background and yellow text. At the top left is a sunburst icon. The text reads: "Friday, February 19", "Conference Center @ Rio Salado College", "STATE OF THE DISTRICT", "A FEDERAL UPDATE WITH CONGRESSWOMAN KYRSTEN SINEMA", and "★ click to rsvp ★". To the right of the poster is a portrait of Congresswoman Kyrsten Sinema, a woman with blonde hair and glasses, wearing a dark blue dress and a necklace.

Tempe Chamber of Commerce

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