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*MAS Wireless celebrated its new location with a ribbon cutting. Tempe Chamber staff and Ambassadors were on hand to welcome them.*

## Helping You Succeed

**Election Endorsements for Nov. 8**

The Tempe Chamber of Commerce has issued its endorsements on state and local measures which will be on the November 8 ballot. We encourage a NO vote on Proposition 205 and Proposition 206, and support a YES vote on the City of Tempe bond questions. During the Tempe Chamber's endorsement process, information is gathered from multiple trusted sources. Recommendations are discussed by three Chamber committees, with the final determination of endorsements being made by its Board of Directors. Endorsement are made to best meet the needs of the Tempe business community. [Learn more](#)



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### **Women in Business Mentor Program Opens Applications to Fill New Class**



Candidates are being accepted for consideration into the 2016-17 class of the Women in Business Mentor Program. Open to both women and men, the six-month program teaches passion, purpose and professional growth.

Interested? You can attend the Nov. 15 [Informational Mixer & Happy Hour](#) at no cost.

Participants will learn how to assess their values, create a vision for their life, and live with purpose and passion. Candidates selected for the program will develop into stronger, more capable leaders while increasing their business skills and learning how to grow into positions of greater importance and value. [Learn more](#)

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### **Mayor Mark Mitchell Set to Deliver State of the City Address**

Mayor Mitchell will deliver an update on the social and economic climate of Tempe along with his vision for its growth and future at the State of the City Address on December 1. The breakfast offers a unique opportunity to engage with community, business and political leaders of the Valley. Sponsorships are available to enhance your organization's visibility and recognition. [Email us](#) to learn more.

"The annual State of the City is an opportunity for us to let residents and business leaders know what the city is doing to maintain our quality of life and build Tempe into the strong regional partner that we know a prosperous future requires," said

Mitchell. "This is an excellent opportunity for us to evaluate where we've been and get the community involved in where we're going." [Learn more](#)

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## Share Your Story Here

If you're posting informative, engaging content on your blog, we'd enjoy helping you share it with the community. Just send us a link and a short blurb similar to what you see in this newsletter and we'll help disseminate the information. [Email us](#)

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## Amazon Founder Jeff Bezos Offers 7 Leadership Principles

*By Taylor Spoer, GeekWire*



You don't choose your passions; your passions choose you. Be stubborn on your vision, but flexible on details. Failure is necessary for invention. Take pride in choices, not gifts. Be right a lot. And ditch PowerPoint presentations for team meetings. These are some of the principals that have helped Amazon founder Jeff Bezos become one of the world's most successful entrepreneurs and lead one of the world's largest tech companies. As he's done in the past, Bezos also gave advice on how employees and managers and companies can be more innovative - something ingrained in Amazon since the company's inception. [Learn more](#)

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## How to Successfully Negotiate a Sales Contract

*By Danny Wong, Entrepreneur*

Learning to negotiate is a critical life skill for everything from haggling at a flea market to drawing up the terms for a billion-dollar merger. Yet so many of us remain wary about being taken for a fool every time we enter into a negotiation. Regardless of any hesitation, B2B sales reps must learn the ins and outs of effective negotiation if they hope to maximize their contribution to the company and exceed their sales goals. This shouldn't be a zero-sum game, as studies show that negotiating from a position of trust and mutual goals leads to deals that, on average, are 42 percent more valuable. [Learn more](#)

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## How to Respond to a Client Who Wants a Rate Cut

By Ted Leonhardt, *Fast Company*

It can be a tense situation when a client suddenly demands a reduction in rates, so crafting an appropriate response is key. Rather than responding emotionally or defensively, draft a brief, friendly message that conveys confidence and faith in your work. Here's how. [Learn more](#)



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## Email Is the Wrong Tool For These Situations

By Michael Hyatt

We've all worked with people that weaponize email and blast anyone who crosses them. But even level-headed leaders can self-sabotage with email if they're not careful. Email was designed for ease of communication. But there are some things it was not designed for. Some situations need to be treated with phone calls or in-person communication, especially if they include difficult information or require more context. From where I sit, there are at least three situations where leaders should almost never send an email. [Learn more](#)

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## Get Involved

### Tempe Boards and Commissions Seek Members

Do you have a special interest or expertise in a particular field? Serving on a Board or Commission is an excellent way to become involved in the community. The City of Tempe is seeking people to be part of several city Boards and Commissions that have current or upcoming vacancies. Hundreds of residents and other community members currently serve on Tempe Boards and Commissions, which advise the City Council on all aspects of life in Tempe. Examples include The Parks, Recreation, Golf, and Double Butte Cemetery Advisory Board, The Tempe Sustainability Commission, and The Technical Code Advisory Board of Appeals. For questions, call 480-350-4311, or [learn more here](#).

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### Tempe Set to Become Dementia Friendly City, Business Help Requested

The City of Tempe has taken the lead to become the first [dementia friendly city](#) in Arizona. Mayor Mitchell's office is asking local businesses for help completing a survey to help understand the best ways the city can support businesses as they

take on dementia friendly practices. Businesses can become dementia friendly by training employees how to recognize the signs of dementia, how to communicate effectively with people who have dementia and their families, and how to create welcoming physical environments. Chamber members and other local businesses are encouraged to share their expertise in an [important online survey](#).

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## **Tempe Neighbors Helping Neighbors Launches Annual Holiday Lights Program**

For the fourth year, volunteers from [Tempe Neighbors Helping Neighbors](#) (TNHN) will brighten the holiday season by installing holiday lights on the homes of Tempe residents who could use a little extra holiday cheer - our homebound and older neighbors. This event benefits from a large group of volunteers. Nominate an older adult in your neighborhood (or anywhere in Tempe) and TNHN will don their home with festive holiday lights free of charge. Volunteers are always needed to help put up lights. Volunteers meet at Clark Park on Dec. 3 at 9 a.m. Coffee and pastries will be served to all volunteers. To nominate a neighbor or volunteer for this event contact [Laura.kajfez@gmail.com](mailto:Laura.kajfez@gmail.com) To sponsor this event to support the work of TNHN contact [josephine.levy@tempeneighbors.com](mailto:josephine.levy@tempeneighbors.com).

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## **Chamber Committees Offer Chance to Grow Networks and Skills**

The Tempe Chamber of Commerce offers the chance to collaborate with other business leaders through one of our many committees. Varied in purpose and scope, each offers unique and valuable opportunities to become involved and grow your network and skill set. [Learn which one is right for you](#).

This month's featured committee is the **Military Affairs Committee**. Its purpose is to act as representatives for the Tempe Chamber of Commerce and the city of Tempe. To promote good fellowship and mutual understanding for and with the United States military communities. [The committee](#) is open to the public and past or current military service is not a requirement to join. For more information or to attend a meeting as a guest - no strings attached - email [info@tempechamber.org](mailto:info@tempechamber.org) with "Military Affairs Committee" in the subject line.

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**Member News**



# Hi There!

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

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## ASU Gammage Receives Economic Impact Award

**ASU Gammage** received the 2016 Economic Impact Award from the Downtown Tempe Authority for its contributions to boosting sales for local businesses, restaurants, hotels and retailers. The 2015-2016 season resulted in an estimated \$100 million of economic impact for the area. Every year, more than 400,000 people visit the Frank Lloyd Wright designed ASU Gammage to see Broadway performances.

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## Do You Have News?

Is there something exciting going on in your business? Maybe you had a big achievement? Did a team member join a board? Are you offering new services? 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.

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## 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.

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## East Valley Regional Veterans' Court Opens in Tempe

Former and current U.S. military service men and women who have been charged with misdemeanor violations will have more opportunities to resolve underlying issues that may have led them to being charged. On Nov. 9, several communities will come together to celebrate the establishment of the East Valley Regional Veterans' Court. The centralized operation is located within the Tempe Municipal Court building.

The court will help hundreds of veterans resolve their citations for everything from trespassing and disorderly conduct to domestic violence and DUI. Many veterans need assistance addressing homelessness, substance abuse, mental health, anger management and conflict resolution issues. Social service agencies and the Department of Veterans Affairs collaborate with the court to create a customized plan for each veteran. If they make progress, they may get reduced or waived jail time or fines.

## Maricopa County to Partially Reopen Tempe Voting Location

After receiving a **formal letter** from Tempe Mayor Mark Mitchell, the Maricopa County Board of Supervisors has reinstated some aspects of the Knights of Pythias polling location for Tempe voters. **County Supervisor Denny Barney replied on Oct. 5.** Voters with mail-in ballots will be able to drop off their ballots at the location on election day. Registered voters wishing to go to a polling place and cast a ballot would be directed by County Elections employees and signage to the Arizona State University location.

Earlier this year, the Maricopa County Board of Supervisors approved a new polling location on Tempe's Arizona State University campus. While that location was approved, the Knights of Pythias location was eliminated without notification to the City of Tempe. Since the neighborhood polling location was dropped without notification the informational pamphlet was printed with the incorrect polling

location in two of Tempe's precincts, affecting approximately 7,000 registered voters. The City of Tempe will continue to work with Maricopa County and to evaluate this solution.

## 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!*

### Tempe Chamber of Commerce

P.O. Box 28500  
Tempe AZ, 85285  
(480) 967-7891

[www.tempechamber.org](http://www.tempechamber.org)



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