



# It's Your Business

Serving the Greater Maple Valley – Black Diamond Business Community  
February 2010

## Board of Directors

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Claffey's Painting  
Mold Solutions NW  
425.888.3634  
Kevin@claffeys.com

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425.432.5334  
sandi@allserviceplumbing.com

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425.569.6900  
myagent@windermere.com

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Flynn Development  
206.948.0168  
flynn@vircom.net

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John L. Scott, Maple Valley  
425.432.7007  
jackemmons@johnlscott.com

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Puget Sound Energy  
253-395-6867  
douglas.corbin@pse.com

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425.749.0491  
kcrowe@envirospectnw.com

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425.413.3409  
kpatters@tahoma.wednet.edu

**Past President: Bill Woodcock**  
W Real Estate Services  
425.652.2170  
william@wreservices.com

**Executive Director**  
**Sue VanRuff**  
425.432.0222  
suevanruff@maplevalleychamber.org

**Office Manager**  
**Susie Davies**  
425.432.0222  
susie@maplevalleychamber.org

**Luncheon Meeting**  
**Wednesday, February 17, 11:30 AM-1:00 PM**  
**◆◆Lake Wilderness Lodge◆◆**  
22500 SE 248th Street  
RSVP by 10 am on Monday, February 15, 2010

## SPEED NETWORKING!

One of the benefits of Chamber membership is the opportunity for promotion and advertising. So here is your chance to deliver your message, face to face, to a minimum of 14 individuals plus the added benefit of introducing yourself to the entire general membership during our quick introductions. For those who have never participated, it is much like speed-dating.



Each person at a table of eight, has two minutes to get their message across to the other seven people at the table. Just explain who you are, what you do and how you do it! You are also encouraged to distribute brochures or samples. After all eight people at your table have had two minutes, everyone moves to another table. For those of you who have associates, you can maximize this opportunity by sitting at separate tables and thereby reaching twice as many people with your message. If you don't want to use the time talking about your business or products, you can talk about your special interests and passions (within reason!).

So come prepared to promote your business, make new contacts, and meet new people. Bring brochures, coupons, samples, and business cards.

Does it seem a little intimidating? That's ok, everyone is a little intimidated the first round but you will catch on and end up having a great time; so relax and enjoy it!

**Come to Connect, Communicate, and Collaborate!**

## Info-mercial: Sandra Lynn Fine Portraiture

**2009-10 Luncheon Costs**  
**Chamber Members at the door \$18**  
**Non Members and Invited Guests \$25**  
**RSVP Luncheon Reservations**  
by 10 AM on Monday, February 15, 2010  
425.432.0222 or  
[susie@maplevalleychamber.org](mailto:susie@maplevalleychamber.org)

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☆ **Catering by Gloria's** ☆  
☆ **Beef Stew** ☆  
☆ **Stuffed Cabbage Rolls** ☆  
☆ **Salads** ☆  
☆ **Desserts** ☆  
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Kevin Kalberg  
GM, Claffey's Painting  
& Mold Solutions NW

### A MESSAGE FROM KEVIN KALBERG, PRESIDENT — DANCE IN THE RAIN!

I recently found a sign in a little shop in Chelan that I had to buy. It said "Life isn't about waiting for the storm to pass; it's about learning to dance in the rain!" I wonder just how much of our lives we let pass huddled in a corner every time there is a storm and only coming out on the sunny days. I have to say even I am guilty of that just wishing things were easier, just wanting a sunny day. I have to remind myself I am from Seattle and could easily waste more than half of my life waiting for the rain to pass. There is a mountain of evidence that most people live this way, they live in fear they never step out of their comfort zone never learn that there is a whole world out there that they wont ever know because they are paralyzed by fear.

I have been reading "Fearless" by Max Lucado and found a passage I think is very relevant in our lives:

*"The words plunge and water come to mind as I'm writing this chapter while sitting on the edge of a hotel swimming pool. (Amazing what a hot sun, cool soda and a pool chair can do for creativity.) A father and his two small daughters are at play. He's in the water; they jump into his arms. Let me restate that; one jumps; the other ponders. The dry one gleefully watches her sister leap. She dances up and down as the other splashes. But when her dad invites her to do the same, she shakes her head and backs away. A living parable! How many people spend life on the edge of the pool? Ignoring faith, never taking the plunge. Happy to experience life vicariously through others. Preferring to take no risk rather than any risk For fear of the worst, they never enjoy life at its best. By contrast, their sister jumps. Not with foolish abandon, but with belief in the goodness of a father's heart and trust in a fathers arms."*

Are you happy to experience life vicariously through others or are you willing to, not with foolish abandon, but with trust and belief willing to leap into something new? I lost a friend in a car accident a couple months ago who lived his life to the fullest. If Tim

McGraw had a living inspiration for his song "Live like you were dying" it would have been my friend Dave. He liked motorcycles, snowmobiling, flying, scuba diving, skydiving, fast cars and never needed an excuse to try something new or spend time with friends and family. He enjoyed enormous success with his custom home building company and had an amazing family. When I heard of his death I was surprised to hear that it was in one of his work trucks and not in an avalanche or a skydiving accident. While his life was cut short at 57 Dave spent every second squeezing the each drop out of life and didn't hold anything back because of fear. He not only jumped in but was the first one in the pool, the first one racing up the hill on his snowmobile, the first one out the door of the plane on his sixth jump of the day and the first one to invite everyone over to his house to talk about the day and reminisce with friends. I reflect often in the face of fear that most of the things we fear never happen we put our lives on hold or pass on experiences because of the irrational fear of things that will never happen.

Do you wait at the edge of the pool, do you sit in the boat while everyone else skis, do you say I will do that tomorrow, do you sit on the sidelines or do you say put me in coach? I challenge everyone out there to take a little step closer to the edge, to jump in the pool to do something that is a little uncomfortable. I challenge you to volunteer in your community, to take new steps toward success in your business, to be a friend a friend would like to have, and to climb a mountain of your own! Most of all I challenge you to take this life we are given and make the most of it, because when all is said and done you get one shot at life! What are you going to do with the gift of today?

Remember: "Life isn't about waiting for the storm to pass; it's about learning to dance in the rain!"  
Who's dancing with me?

### Kevin's Book Picks

- February - "Start Where You Are" Chris Gardner – also wrote "The Pursuit of Happiness"
- March - "21 Irrefutable Laws of Leadership" John C. Maxwell

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 : **Receive your newsletter electronically!** The electronic version of "It's Your Business" will link :  
 : directly to the news you want to read and have active links to the resources you need. :  
 : Go to [www.maplevalleychamber.org](http://www.maplevalleychamber.org) or [www.blackdiamondchamber.org](http://www.blackdiamondchamber.org), scroll to the bottom left :  
 : hand corner, and sign-up to receive your newsletter electronically!  
 : .....

## SPEED NETWORKING VIDEO ON CHAMBER'S FACEBOOK FAN PAGE!

Members attending the February luncheon will have the opportunity to be included in the one minute video being filmed for the Chamber's Facebook Fan Page. *TURNHERE internet video* will use footage from the luncheon to produce the video — so wear your company logo to further promote your business!



**Thank you to our returning Big Fish Sponsor**

**Johnsons Home & Garden**

*and our specialty sponsors*

BECU, Camping in the Park

**Dr. Scott Bennion, Maple Valley Vision Clinic, Fish School, Allstate, The Jenson Agency @ Four Corners, Fins & Grins!**  
**For Sponsorship and Volunteer Opportunities, call Sue at 425.432.0222!**



Clark Davis, Mortgage Master of Maple Valley, Patti Jenson, Allstate, The Jenson Agency@Four Corners; Chamber board members Karen Crowe, EnviroSpect NW and Jack Emmons, John L. Scott Maple Valley; Michael Crowe, Pinnacle Home Inspections; Stanette Marie Rose, MapleValleyMoney.com; Les and Mary Scott and Tony Zamora, John L. Scott Maple Valley; Chamber board members Shane Davies, Windermere Maple Valley and Doug Corbin, Puget Sound Energy; Glenn Smith, Glenn Smith Accounting & Bookkeeping; and Susie Davies, Chamber office manager. Friends joining Julie were Neesa Galanti (Gonzo's), Warren Harrison and Mark Ekern.

Last month chamber members and friends gathered for a ribbon cutting to welcome one of our newest members, Julie Dorsey, CPA.. Julie was also celebrating:

- a new business entity (an LLC, to lower her taxes!!!)
- a new location (Kent Kangley at Covington Way), 16204 SE 272nd St. #100 Covington, WA 98042
- a year's worth of success in the Covington, Maple Valley, and Black Diamond areas.

Julie rolled out the red carpet with champagne punch, wonderful food provided by Gonzo's Bar & Grill, door prizes, and parting gifts! Julie wanted to be sure everyone knew she was no ordinary, boring CPA evidenced by the tropical beach mural in her office and her determination to have some fun!

**16204 SE 272nd St. #100 Covington, WA 98042**

**253.638-3063**

**[www.juliedorseycpa.info](http://www.juliedorseycpa.info)**

**[juliedorseycpa@hotmail.com](mailto:juliedorseycpa@hotmail.com)**

(Julie's office is in Covington across from the Ford dealership in Covington, just west of Hwy 18 next to U-Haul)

## WELCOME NEW MEMBERS!

### **Dynamic Performance Chiropractic**

#### **Tony Giralmo**

30741 3rd Ave, Suite 120  
 Black Diamond, WA 98010  
 (360) 886-5492  
[chirotony@gmail.com](mailto:chirotony@gmail.com)

*Health and fitness for work and play. Let Dr. Giralmo analyze your golf swing for Dynamic Performance on the course!*

### **The Water Distillery, LLC**

#### **Bevel Hoffpaur**

23312 Maple Valley/Black Diamond Road SE, Suite B  
 Maple Valley, WA 98038  
 (425) 432-8696  
[www.thewaterdistillery.com](http://www.thewaterdistillery.com)

*Pure, clean, healthful, refreshing, wholesome, chemical free water. The Elixir of Life*

### **Jennifer T. Karol**

#### **Hanson Baker Attorneys at Law**

2229 112th Ave NE, #200  
 Bellevue, WA 98004-2936  
 (425) 454-3374  
[www.hansonbaker.com](http://www.hansonbaker.com)

*Hanson Baker provides smart, creative, effective legal advice. We listen closely, advise honestly, and work collaboratively with clients to achieve their goals.*

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 Update your member detail page!**

Go to [www.maplevalleychamber.org](http://www.maplevalleychamber.org) or  
[www.blackdiamondchamber.org](http://www.blackdiamondchamber.org)  
 to verify all your business information.

Send any updates, pictures and your company logo to  
[info@maplevalleychamber.org](mailto:info@maplevalleychamber.org)



The Greater Maple Valley- Black Diamond  
 Chamber of Commerce  
 23745 225 Way SE, Suite 205  
 Maple Valley, WA 98038

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**U.S. Postage Paid**  
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**Permit No. 204**

ADDRESS SERVICE REQUESTED

## Mark Your Calendars!

### February

- Feb 10 Ribbon Cutting for Maple Valley Money  
5 pm, DaVine Wine & Coffee Bar
- Feb 12 Business Development Committee  
9:30am, Windermere, Maple Valley
- Feb 17 Membership Luncheon, Speed Networking  
11:30am, Lake Wilderness Lodge
- Feb 17 Ribbon Cutting for Thrive Community Fitness  
5 pm, Maple Valley Commons
- Feb 23 Membership Services Committee  
10am, Lake Wilderness Golf Course

For more information on these and other community events visit our website and click on the Calendar tab. To request an event to be posted on the website, simply click on **Submit New Event**, complete the information form and click on the "Submit for approval" button. It is that easy!

To host a **Business After Hours** or special event celebration or to submit an article for the newsletter, call the Chamber office today!

### Upcoming Special Events:

- April 17 Spring Clean
- April 23-24 Hooked On Fishing 2010
- July 23 Whacky & Wild Golf Challenge
- September 18 Prime Time Business Expo
- October 1 President's Dinner & Auction

**We are driving business home to**  
[www.maplevalleychamber.org](http://www.maplevalleychamber.org) &  
[www.blackdiamondchamber.org](http://www.blackdiamondchamber.org)

### City Council Meetings

**City of Black Diamond**  
 First and Third Thursdays of every month,  
 Public Comment  
 7:00 pm, Black Diamond Council Chambers City Hall  
[www.ci.blackdiamond.wa.us](http://www.ci.blackdiamond.wa.us)

**City of Maple Valley**  
 First and Third Mondays—study sessions  
 Second and Fourth Mondays—regular sessions, Public Comment  
 7:00 pm, Tahoma School District Board Room  
[www.maplevalleywa.gov](http://www.maplevalleywa.gov)

**Advertise in the Chamber Gazette Newsletter** and reach 250 Chamber Members!  
**Flyer Insert** Advertisers must supply 275 copies for insertion by the 1st Friday of the month.  
 Size of insert 8.5x11 can be double sided, light weight paper.  
**Cost for Chamber Members** \$50; **Non-Members** \$100; **Non-Profit Groups** \$25