Wednesdays with Warrenton Area Chamber of Commerce

March 31, 2021

"Key to success? Raíse your standards."

UPCOMING CHAMBER EVENTS

Friday, April 2nd Noon

Wednesday, April 7th Noon Chamber Board Meeting—Warren County R-III Conference

Room

Tuesday, April 13th 11:45 am General Membership Meeting—Deerfield's on Main

RIBBON CUTTING Inner Peace Health Center

April 2nd, Noon
112 South East Street, Warrenton

WELCOME NEW MEMBERS Cornerstone Chiropractic

Ribbon Cutting—Inner Peace Health Center

Daniel Roach 636-400-3213 704 State Highway 47, Warrenton

JOIN US FOR OUR NEXT CHAMBER MEETING ON APRIL 13TH

We are very excited to share the news that our next Chamber meeting will be a presentation from Katheryn Hunt, CEO of GROW. It will be held at 11:45 am on April 13th at Deerfield's on Main located at 227 E. Main Street in Warrenton. We will also offer Zoom to those members who are unable to attend in person.

5 Secrets to Drive REAL Sales Growth

Your customers are constantly changing, they're learning and aging, and new generations are arriving. Technology too, is continually evolving. Consequently, what worked yesterday in your marketing and sales strategy won't necessarily still work today.

Continued business and sales growth requires a proactive approach. You must evolve with your market and technology; and take ACTION to GROW your sales!

Join Katheryn Hunt, the Founder & CEO of GROW, as she shares 5 marketing ACTIONS that will drive new sales growth in your business today.

Learn about:

- Marketing's #1 Secret to more sales (Social Proof!)
- How to increase your marketing ROI Get more for your marketing dollar!
- The top tools you should be using to GROW your business.

Katheryn Hunt is a sales-'growing' enthusiast. As the CEO of GROW, she partners with small to medium businesses all over the United States to develop and deploy sales and marketing strategies that generate revenue. Katheryn has a diverse business-building background; and has surrounded herself with an elite marketing team who specialize in "Growing" businesses through effective marketing, value-based selling, and compelling marketing stories.

To Join Zoom Meeting

https://us02web.zoom.us/j/81864947910?pwd=dzNNMmRhcFFSUDIyZUtNN2FQUEM2Zz09

Meeting ID: 818 6494 7910

Passcode: 919544 One tap mobile

+13126266799,,81864947910#,,,,*919544# US (Chicago)

Find your local number: https://us02web.zoom.us/u/ku4ghuVUF

To register/RSVP to this event, go to https://www.warrentoncoc.com/events-1/general-membership-meeting-april-13-2021.

FRIENDS OF THE CHAMBER

CertainTeed www.certainteed.com

Amy Lombardo Insurance - Amy Lombardo www.myuhcagent.com/Amy.lombardo

Warrenton Office Furniture - Patsy Barteau www.warrentonofficefurniture.com

Town & County Garage, Inc. www.townandcountygarage.com

CALLING ALL BUSINESSES!

The Warrenton Area Chamber of Commerce is partnering with the Warren County R-III School District to prepare our students for their futures. We would like to offer any or all of the following to interested students and businesses:

Ongoing internship at a business

This internship would last a semester for two class periods Tuesday through Friday (approximately 10:30 am – 1:00 pm.).

The student would intern for a class grade and not for payment.

The business would work with the teacher/coordinator to create the necessary criteria for their ideal intern.

Students would be matched through an application process.

Students would have to provide their own transportation from the school to the business.

Real life business projects

This would entail students taking on necessary projects for a business in their classroom.

The business would submit their needs (i.e. website, marketing research, marketing materials, etc.) to the teacher/coordinator who would then assign the task to the students.

The students would be graded based on their involvement in the assignment.

Opportunity to shadow a business for the day

The business would assign a staff member to host a student for the day, showing them the various aspects of that business.

The teacher/coordinator would match the student and business based on their interests.

If you are a business that is interested in any of these program offerings, please contact Jan Olearnick at warrentoncoc@socket.net or Dr. Gregg Klinginsmith at klinginsmithgt@warrencor3.k12.mo.us.

NEW RESIDENTS BAGS

If you have any products, flyers, coupons or brochures to share with our community's residents, please take them to the Warrenton License office located at 1000 Warrenton Shoppes, #12 (old outlet center).

Community Guide Now Online!

The online version of the 2021 Warrenton Area Chamber of Commerce Community Guide/Chamber Directory is available now! Go to https://tinyurl.com/2x466bby to see this publication. The booklets will be printed and available soon. A special thank you to all of those members who supported this publication by placing ads. We appreciate all of our members and ask you to Think Local, Be Local and Buy Local!



BUSINESS SPOTLIGHT OF THE MONTH

Brenda Turner—Berkshire Hathaway Home Services Select Properties

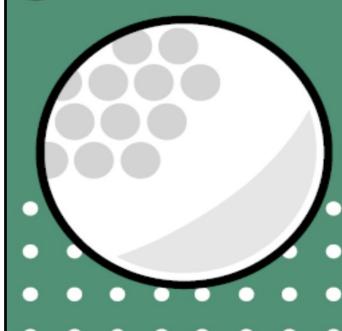
My name is Brenda Turner. I have lived in Warrenton since 1999. Raised my children and now an empty nester...I now am raising my two shepherds and 2 cats!!

I have been a realtor since 2012, and love the job. It is very rewarding to help clients find their dream homes. Warrenton is growing very fast and I hope to be a bigger part of this home town by selling more homes in the area. Call 636-235-2113!

MAY 12, 2021

10:00 SHOTGUN START

WARRENTON GOLF COURSE 24805 S. HWY 47 WARRENTON, MO



34TH ANNUAL

WARRENTON AREA CHAMBER OF COMMERCE GOLF TOURNAMENT

3-Person Scramble

\$100 per golfer includes:

- 18 Holes of golf with cart
- Beverages (including beer)
- Hot lunch
- Dinner
- Mulligans (2 per team member)
- · Team birdie on designated hole
- Excellent networking
- Great fun!

Awards

- Flights (plus bonus flight)
- \$3,000 Hole-In-One Prize awarded to first holein-one of the tournament on Hole #10 (sponsored by Scott Agency)
- Closest to the pin
- Longest putt
- 100% skins payout
- Not a good golfer? We've got a special flight for you!

Schedule

Registration 9:00 am Shotgun Start 10:00 am Lunch in the pavilion 11:00 am

> For more information: Jan Olearnick - (636) 456-2530 warrentoncoc@socket.net

You can also register online at www.warrentoncoc.com

Proceeds benefit the ongoing efforts of the Warrenton Area Chamber of Commerce

Warrenton Area Chamber of Commerce

34th Annual Golf Tournament
Warrenton Golf Course, 24805 S. Hwy 47, Warrenton
Wednesday, May 12, 2021, 10:00 Shotgun Start
18 Holes
3-Person Scramble

TOURNAMENT ENTRIES

	IOURNAMENI ENIRIE	.5		
	(per golfer) Includes Team Mulligan & a free Birdie Birdie on the designated hole)	- (2 Mulligans per team member &		
□ \$30 Dinner Only				
Player 1 Name	Cell Phone	Email Address		
Player 2 Name	Cell Phone	Email Address		
Player 3 Name	Cell Phone	Email Address		
	SPONSORSHIP OPPORTUN	NITIES		
 \$350 Flight Sponso recognition at awards cer 	r (Includes 2'x4' large sign displayed at tournament, food & bevenony)	erages for two people, program mention &		
	t Sponsor (Includes signage on beverage cart to drive around & recognition at awards ceremony)	tournament, food & beverages for two		
	DONSOF (Includes larger signage and exclusive rights to set up a ment, food & beverages for two people, program mention & reco			
□ \$75 Hole Sponsor (I	ncludes signage on hole at tournament, program mention & reco	gnition at awards ceremony)		
	SPONSOR INFORMATION	N .		
Business Name	e Contact Name	Cell Phone		
Or you can call Email: v	to: Warrenton Area Chamber of Commerce, P.O. Jan Olearnick, 636-456-2530 with your credit car warrentoncoc@socket.net or register online at wwenefit the ongoing efforts of the Warrenton Area	d number (no extra charge) w.warrentoncoc.com		
	Credit Card Check	Cash		
	VISA CONTEGN	DISCOVER		
Credit Card # Expiration Date: Name on Credit Card: Signature:	Security Code:	Zip Code:		

15 Effective Ways to Deal with an Underperforming Employee

If some of your team aren't performing at their best, it can bring down morale and affect the overall goals of your business. It's important, and fair, for both yourself and the underperforming employee, to find a solution to the issue.

Every manager, at some point in their career with have to learn to deal with an underperforming employee. There are a number of good ways, and equally as many unhelpful ways to deal with this issue. Let's go through 15 proven methods to effectively deal with an underperforming employee.

Question yourself—Ideally, all employees should understand what is expected of them, and indeed if you feel this isn't clear, then they may not even realize they are underperforming. Ask yourself these questions before approaching the person.

- Have all employees been told explicitly what you expect from them?
- Do they understand what the repercussions are from underperformance?
- Are they given regular and clear training, such as face to face, training materials or otherwise?
- Are you confident that they understand they are underperforming?

If you feel that they are not even aware of their own performance failures, perhaps education rather than confrontation, is what is actually needed.

Avoid emotional confrontation—An emotional argument helps nobody. Neither you nor the underperforming employee will benefit from loaded accusatory questioning, or threatening behavior. Ensure that you keep calm as you collect your thoughts and approach the topic.

Be prepared—Ensure that you gather as much evidence and materials prior to speaking with the employee, so you have as many facts as you can at hand. Vague commentary like "you aren't doing a good job" is not useful; be specific as possible in measuring and coaching performance.

Be specific—Instead of just speaking in broad terms, be as specific about the performance issue as you can; be prepared with notes or documentation showing exactly where the performance problem lies. If the issue is targets related, have your figures ready. If the employee is not complying with company policy, have the policy on hand. The discussion should leave absolutely no room for misinterpretation. You should be sending a clear message and explaining your expectations in a way that is easily understood.

Deal with underperformance as soon as possible—If you don't deal with an underperforming employee urgently, then you are sending a message that this performance or behavior is acceptable, and it sets a bad precedent for both that individual, as well as the rest of your team. You should try to speak to the employee as soon as practical once the performance issue has come to your attention. Highlight the fact that the aim of the meeting is to find a solution to any problems, rather than to serve as an opportunity to vent. Listen 80 percent and talk 20 percent. This collective approach will help employees feel valued and part of the company's development — a morale booster in itself. Confirm that your employee understands. Don't proceed until you and the employee are both perfectly clear.

Understand external factors—If the performance issue has suddenly appeared, there is a chance that it could be the result of external factors, such as the underperforming employee's personal life. It could be a temporary situation, such as relationship bumps, or moving house, a new child, family illness or it may be a bigger issue, with mental wellbeing or general health being a factor. Consider how long this team member has been working with your organization; you may discover they have been in the same role for years without any recognition, or that they are a victim to isolated bullying or other workplace disagreements.

Give appropriate training—You should ensure that you are giving all team members appropriate training, which includes your expectations of performance, in a clear and concise way. Make sure to document this, and don't leave it to verbal discussions only. This ongoing training should be giving your employees new knowledge and skills that will be both beneficial to you and their long-term career. Ask employees directly if your training can be improved. Are there areas they would like to learn more about? Do they feel they have the appropriate knowledge and skills for the job? What are the barriers stopping them from completing the work to a satisfactory level?

Understand what motivates your employees—It's very hard to direct someone without understanding what makes them motivated as an individual. You should regularly take time to get to know your employees better. Ask questions of them, such as;

(continued on next page)

15 Effective Ways to Deal with an Underperforming Employee (continued)

- What are your long-term goals and aspirations?
- Where would they like to see their career headed in the next 12 months?
- What can you do to support employees better?

With these responses, you should now have intimate knowledge of each employee's motivations, and it is possible to ensure they are assigned to the right roles in your team. It is estimated the United States devotes \$105 billion a year correcting problems associated with poor people management and hiring practices.

Show where they fit in the company mission—A good way to deal with an underperforming employee, is to ensure they understand where they fit in 'the big picture'. Ask this employee if they know how their work fits in with that of their team, and how it affects the business as a whole. Explain clearly to them what the company aims to achieve, and how they fit in the company mission. When giving your employees a more holistic understanding of the company, it will, in turn, provide a higher employee engagement.

Ask them about management—A great technique is to ask the underperforming employee how you, as a manager, can help them perform better. This approach may allow them to open up about what they think they need while framing it around general terms. You can ask these employees directly, or use a tool such as our own 6Q, to send a pulse survey regularly, asking for employee feedback.

Create their performance goals together—It's very important when dealing with an underperforming employee, that you include them in creating individual performance targets. Ask employees how they would like to improve, what they would like to achieve and any new skills they wish to learn. Collaborate with the employee to set SMART (Specific, Measurable, Achievable, Relevant, Time-framed) performance goals for improvement. Then, whilst keeping the discussion at performance, not individual criticism, ask questions together, such as;

- What can we do, together, to prevent these performance issues in the future?
- What are we doing to ensure these issues improve?
- What can other members of the team do to contribute?

This encourages better personal 'buy in' to the performance goals, than you simply dictating what you expect.

Arrange a follow up process—Great managers always follow up with employees after a discussion on performance. Once these performance goals have been agreed, ensure to regularly monitor progress. If someone has been asked to complete a task by a certain date, make sure that he or she have accomplished it. Most people will appreciate this structure at work and respect your due diligence. Showing an interest in the work of your employees can significantly boost a company's culture and morale.

Reward improvement—Ensure that you make a point of recognizing improvement and congratulating employees when rewarding progress. A sure fire method to alienate your employees is to ask for improvements, and never show appreciation for the work done to date. Continue to provide feedback on performance and reward employees when it's relevant with financial incentives or more responsibility. Often a simple mention of "thank you" or "well done" goes a long way.

Act on continued underperformance—If underperformance continues, you should address this behavior as soon as you can. This ensures your underperforming employee knows you are serious, and won't tolerate continuing issues. Dealing with an underperforming employee is important to the rest of the team as well; those hardworking members will quickly become disengaged if they see colleagues slacking off without any repercussions.

Be ready to let them go—At one stage or another, just about every manager has the unenviable task of letting someone go. This is never ideal and should always be treated as a last resort. It is after all, better for the team and the business; holding onto an underachieving employees can result in a ripple effect of negativity, low morale and poor quality of work.

In Summary

No manager wants to have to deal with performance problems, however it is important as a leader that you learn to deal with an underperforming employee in effective ways, that are beneficial to you and the person. I trust that these 15 methods above help you to be better equipped to deal with performance issues in a professional and positive way.

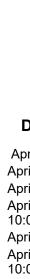
April 16 April 22 April 25

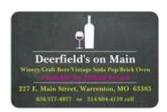
April 29

EVENT DATES (see flyers)

Boots & Bling—Turning Point Mammography Van—Warren County Health Department Sundae Funday—Cornerstone Chiropractic Talent Show (first round) - Deerfield's on Main







Deerfield's on Main Schedule of Events

April 2nd – Music by Mickey Hollis 6:30pm – 9:30pm

April 3rd – Music by Tim Levene 6:30pm – 10:00pm

April 9th – Music by Schaffrin Clan 6:30pm – 10:00pm

April 10th – Music by Calvert & Williams 6:30pm – 10:00pm

April 16th – Music by Steve Jones 6:30pm – 10:00pm

April 17th – Music by Cliff Notes Band 6:30pm – 10:00pm

April 23rd – Music by Calvert & Williams 6:30pm – 10:00pm

April 24th – Music by Mickey Hollis 6:30pm – 9:30pm

April 29th – Deerfield's Voice Talent Show 6:30pm – 9:30pm

April 30th – Music by Mark Gordon and George Whitlow 6:30pm – 9:30pm

May 1st - Music by Schaffrin Clan 6:30pm - 10:00pm







Deerfield's Voice Talent Show

REGISTRATION RULES

- 1. Please be advised that you must meet the eligibility requirements (which may be changed at any time by Deerfield's On Main and the judges at their sole discretion).
- You must pre-register prior to the first round.
- To register via email, you must send an email with the registration form to Bob at Deerfield's. His email address is bobtruetken@hotmail.com
 4. You may also register in person at Deerfield's On Main. The address is 227 E. Main
- Street, Warrenton, MO 63383. Business hours are Thursday to Saturday 11am to 10pm.
- 5. You will be notified by return email of your registration and the date and time for your
- Registration must be submitted by April 22nd.
- You must be at least 12 years of age or older to participate in the Deerfield's Voice Talent
 - a. You may be required to submit proof of age at the time of registration.

Deerfield's Voice Talent Show

DEFREIELD'S VOICE TALENT SHOW RULES

- This is for solo vocalists only.
- 2. Please prepare two (2) songs for your open call audition. You will be required to perform two songs.
- 3. For each round, you may sing to a backing track, play an instrument and/or have one (1) person accompany you to play.
- 4. If you are singing to a backing track, please provide a jump drive or device that can hook into a 1/8" stereo jack.
- If you require special accommodations due to a disability or other needs, please contact Bob Truetken at bobtruetken@hotmail.com.
- Songs can be by any artist and from any genre (pop, rock, R&B, hip-hop, alternative,
- Latin, country, blues, indie).
 Original music is allowed and encouraged.
- 8. Pick songs that fit your voice and best represent the artist you are.

- Come dressed in a style that represents you as an artist. Do NOT come in "chicken costumes." We are looking for serious artists ONLY.

 10. You will have 10 minutes from start to finish to sing your songs.
- 11. You will be scored based on Overall Talent, Vocal, Stage Presence and Charisma. Additional points may be awarded for original music depending on the quality of the material.
- 12. The Grand Prize winner participant voted by the judges of the Deerfield's Voice Talent Show will take home a prize of \$300.
- 13. The People's Choice Award winner will take home a prize of \$100.
- 14. Special guest judges may appear for each round.
- 15. First Round
 - a. Participants will perform two songs in a row.

 - b. The public will vote for the People's Choice Award.
 c. Each participant will get 10 minutes to setup, sing two songs and break down.
 - The judges will take the top 9 scoring artists for the two songs to advance to the Second Round.

16. Second Round

- a. All participants will perform in one night.
- b. The public will vote for the People's Choice Award.
 c. Each participant will get 10 minutes to setup, sing two songs and break down.
- d. The judges will take the top scoring artists for the two songs to advance to the Final Round.

17. Final Round

- a. The judges will determine the winner based on total points for the two songs.
- b. The public will vote for the People's Choice Award.
- Each participant will get 10 minutes to setup, sing their first song and break down.
- d. When all participants have sung their first song, then each participant will sing their second sona.
- e. The judges will award the winner based on the top scoring artist.
- f. The overall winner will receive \$300



Deerfield's Voice Talent Show

Please fill this out and send via email to bobtruetken@hotmail.com or mail it to Deerfield's On Main, 227 E. Booneslick Road, Warrenton, MO 63383. You can also drop it off during our business hours which are Thursday to Saturday from 11am to 10pm or Sunday from 10am to 3pm. You can call me at 314-604-4139 for more information.

There is no charge to enter this competition.

*For verification purposes only

Registration must be submitted by April 22nd.

PRINT NAME: PHONE: EMAIL: ADDRESS: ___ STATE: ___ ZIPCODE: _ CITY: DATE OF BIRTH *:

Warrenton Pool Park Aquatic Center Hours April 1 - May 30, 2021



Monday	Tuesday	Wednesday	Thursday	Friday	Saturday & Sunday	
6:00am-Noon Members Only Exercise River Walk Lap Lane	6:00am-Noon Members Only Exercise River Walk Lap Lane	6:00am-Noon Members Only Exercise River Walk Lap Lane	6:00am-Noon Members Only Exercise River Walk Lap Lane	6:00am-Noon Members Only Exercise River Walk Lap Lane	Rec Swim Time Slots Noon - 1:30	
Rec Swim Time Slots 12:15 - 1:30 1:45 - 3:00 3:15 - 4:30 4:45 - 6:00	Rec Swim Time Slots 4:00 - 7:00	1:45 - 3:15 3:30 - 5:00				
Pool closes at 6:00pm	Pool closes at 7:00pm	Pool closes at 7:00pm	Pool closes at 7:00pm	Pool closes at 7:00pm	Pool closes at 5:00pm	

Yearly Membership	Resident	Non-Resident	End of Summer Membership July 15 - September 6	Resident	Non-Resident
Youth (0-15)	\$150	\$170	Youth (0-15)	\$35	\$45
Adult (16-54)	\$200	\$220	Adult (16-54)	\$50	\$80
Veteran / Military*	\$150	\$170	Veteran / Military*	\$35	\$45
Senior	\$150	\$170	Senior	\$35	\$45
Family**	\$375	\$400	Family**	\$65	\$80
Each Additional Child	\$25	\$30	Each Additional Child	\$5	\$10
Summer Membership	Resident	Non-Resident	School Year Membership September 6 - May 22	Resident	Non-Resident
Youth (0-15)	\$65	\$85	Youth (0-15)	\$115	\$135
Adult (16-54)	\$95	\$115	Adult (16-54)	\$160	\$180
Veteran / Military*	\$65	\$85	Veteran / Military*	\$115	\$135
Senior	\$65	\$85	Senior	\$115	\$135
Family**	\$125	\$155	Family**	\$300	\$320
Each Additional Child	\$15	\$20	Each Additional Child	20	25

Guidelines

- Guidelines

 We are following state COVID guidelines to the best of our ability. We appreciate your potience as guidelines are continually changing.

 Although social distancing can be difficult, we will try our best for efforce this at all times.

 Morning Exercise time is open to Nethings 5(m)t. Lap laneer must be reserved at least 24 hours in advance, start on the hour, with a 1 hour limit.

 Rec Swim is open to anyone with reservations. Reservations must be made online at least 24 hours in advance. \$4 Admission.

 Pool capacity it limited to 40 guests.

 EVERYONE entering the facility will be required to wear a face mask when not in the water.

 We will administer temperature check for everyone entering the equation sent. Those with a temperature 100.3 or higher will not be allowed in the facility. Please arrive wearing your evimsuit and mask if possible due to limited changing area. Showers are not open

The facility attendant will disinfect the pool area and restrooms throughout the day. Deck furniture is positioned for social distancing and cannot be moved. They will be sanitized at the end of each shift. For more information or to make reservations go to www.warrenton-mo.org







AMERICAN PICKERS to Film in Missouri

The American Pickers are excited to return to Missouri! They plan to film episodes of The History Channel hit television series throughout your area in May 2021.

We understand that with the proliferation of COVID-19, we are all facing very uncertain times. We at American Pickers are taking the pandemic very seriously and will be following all guidelines and proto safe filming as outlined by the state and CDC. While we plan to be in Missouri this May, we will continue to reschedule if conditions change for the worse. Regardless, we are excited to continue to reach the many collectors in the area to discuss their years of picking!

AMERICAN PICKERS is a documentary series that explores the fascinating world of antique "picking" on The History Channel. The hit show follows skilled pickers in the business, as they hunt for America's most valuable antiques. They are always excited to find sizeable, unique collections and learn the interesting stories behind them. As they hit the back roads from coast to coast, the Pickers are on a mission to recycle and rescue forgotten relics. Along the way, they want to meet characters with remarkable and exceptional items. They hope to give historically significant objects a new lease on life, while learning a thing or two about America's past along the way. The Pickers have seen a lot of rusty gold over the years and are always looking to discover something they've never seen before. They are ready to find extraordinary items and hear fascinating tales about them.

The American Pickers TV Show is looking for leads and would love to explore your hidden treasure. If you or someone you know has a large, private collection or accumulation of antiques that the Pickers can spend the better part of the day looking through, send us your name, phone number, location and description of the collection with photos to:

facebook: @GotAPick





Turning Point Advocacy Services

Invites you to enjoy our virtual **Boots 'n Bling Annual Fundraising Event!**

We're coming together online to bid for great auction items and raise funds that that provide shelter, staff, and programs that save lives and enable bright futures for survivors of abuse.

> Our Auction will run April 16th - April 20th Find great and original items to keep or give to a lucky person on your list!

> > **Grand Getaways Unique Experiences** Hand crafted objects & art Wine and Spirits

We are still accepting donation items for our auction! If you are intrested or want to know more contact us!

If you have any questions about our event or how to donate feel free to reach out by emailing exec.director@turningpointdvs.com or by calling (636) 456-1186 and ask for Linda

> For more information go to: http://www.turningpointdvs.com/home/events



find us on Facebook @TurningPointWMO