



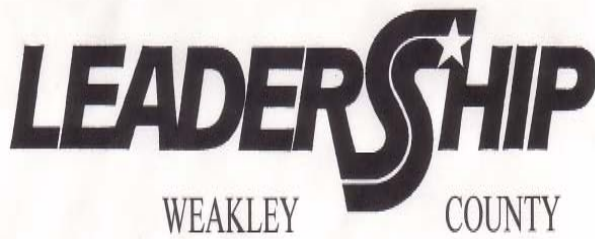
WEAKLEY COUNTY CHAMBER NEWS



P.O. Box 67 ~ Dresden, TN ~ 38225 ~ (731) 364-3787 ~ FAX (731) 364-2099 ~ www.weakleycountychamber.com ~ February 2011

DRESDEN - GLEASON - GREENFIELD - MARTIN - SHARON

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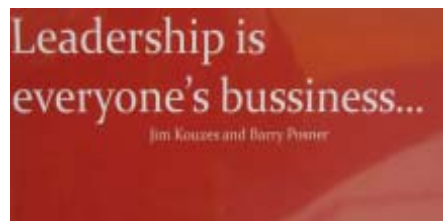
The 2011 Leadership Weakley County class began their first session January 13, 2011, by attending Leadership Orientation / Team Building Day at the UTM Recreation Center.

Attending this years class: (left to right) Kayla Tyler, City of Dresden; Kate Moore, 27th District Public Defender; Jennifer Hampton, Edward Jones; Nan Rountree, Rountree Business Equipment; Shelia Bell, Re/Max United, LLC and Kiwanis Club of Martin; Tyler Mitchell, Modern Woodman of America; Lana Carpenter, Thunderbolt Broadcasting and Kiwanis Club of Martin; Steve Vantrease, UT Martin; Toya Bell, City of Dresden; Scott Smith, Persimmon Hills Golf Course; Cheryl Lehmkuhl, Old Hickory Clay Company; Monica Shumake, WLJT-DT; Don Parks, First State; and Alex Bynum, Wendell Alexander Realty.

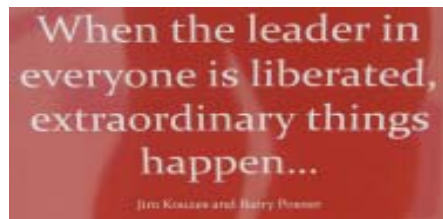
Along with Leadership Orientation / Team Building, the Leadership Weakley County program schedule includes sessions concerning Quality of Life, Economic Development, Education, State Government, Agriculture in West TN, and Local Government / Tourism.



Orientation / Team Building



Quality of Life



Board of Directors

Executive Committee

President - Todd Hampton
Past Pres.-

Randy Huffstetler, Jr.
President Elect - Jake Bynum

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Junior Moore
Houston Patrick
Ronnie Price

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Barbara Virgin
Executive Director

Marguriet Frazier
Administrative Assistant

2011 President's Banquet & Leadership Graduation

Mark you calendar and plan to attend the 2011 President's Banquet. It will be Tuesday, April 26, at 6:00 pm at UT Martin Boling University Center Ball Room. Starting February 1, reservations can be made at 364-3787 or at wcassistant@cruet.com.

**Deadline for reservations will be April 15.
Confirmation will be upon receipt of payment.**

Save the Date!

34th Annual Stephen Wright Memorial Industrial Appreciation Golf Tournament and Dinner

May 19, 2011

**Persimmon Hills Golf Course
Sharon, TN**



10 Reasons Not to Join the Chamber of Commerce or Renew Your Membership

1. You enjoy making cold calls
2. You have too many customers
3. You make too much money
4. You might actually enjoy it
5. You might get involved
6. You don't want to worry about having your picture in the newsletter or newspaper
7. You don't want your business phone number published
8. You don't want to meet anyone new
9. New customers make you insecure
10. You might learn something

Lake Havasu, Arizona, Chamber
Pacesetter, August 2010

First State
Youth
LEADERSHIP
OF WEAKLEY COUNTY



Quality of Life

 **Weakley County**
chamber of commerce

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**Proudly sponsors this page and welcomes all new businesses and individuals to
Weakley County!**



Ribbon Cuttings



February 25, 10:00 am

Bonnie's Boutique

Bonnie Mathis

405 N. Front St.

Greenfield, TN 38230

(731) 235-4400

Clothing & Accessories

March 11, 10:00 am

Six Toe Studio

Clint Riley

204 Main St.

Martin, TN 38237

(731) 573-3743

Wheel Thrown & Altered Pottery

*Please attend to show your support for these businesses and
for the community.*

Weakley County Chamber
Makes It Easy to Get Business Advice

Take advantage of the opportunity to get one-on-one business consulting from Erik Markin, University of Tennessee at Martin Tennessee Small Business Development Center (TSBDC). Markin will be at the Weakley County Chamber of Commerce, 9 am - 12 pm, Thursday, February 3. He will be available to help aspiring entrepreneurs and existing business owners with advice on a business plan, financing options, marketing, customer service, cash flow, and other issues.

The consultations are one-on-one, confidential, and FREE. Appointments may be made by contacting the Chamber at (731) 364-3787 or by contacting Markin directly at (731) 587-7333. For additional services offered by TSBDC, go to www.tsbdc.org.

What Followers Expect From Their Leaders

The majority of us admire and look for leaders who are honest, competent, forward looking, and inspiring, according to an article in Management Review by James Kouzes and Barry Posner. These are the consistent results about the essential qualities people expect leaders to demonstrate if they are to enlist others in a common cause and gain commitment to the actions required to thrive.

HONEST: According to the authors, in every survey conducted, honesty was selected more often than any other leadership characteristic. We want to be sure that our leaders are truthful, ethical, and principled. Furthermore, it is the leaders behavior that provides the evidence, rather than what they may say. Leaders are considered honest by their constituents when the leaders do what they say they are going to do.

COMPETENT: The leadership attribute chosen next most frequently was competency. When enlisted in another causer, we must believe that person is capable and effective. This includes not only technical capabilities, but expertise in leadership skills. The abilities to challenge, inspire, enable, and encourage must be demonstrated if leaders are to be viewed as capable.

FORWARD-LOOKING: Over half of the respondents selected “forward looking” as one of the most sought after leadership traits. It is clear that people expect leaders to have a sense of direction and a concern for the future of the company. Whether you call it a “vision” or “dream”, true leaders must know where they are going. One study of senior executives found “developing strategic planning and forecasting capabilities” to be the most critical concern. Forward-looking does not mean possessing the magical power of a visionary, but is more the ability to set or select a desirable destination for the organization.

INSPIRING: We expect our leaders to be enthusiastic, energetic, and positive about the future. He or she must be able to communicate the vision in ways that encourage us to sign on for the duration. It is essential that leaders inspire our confidence in the validity of the goal. Enthusiasm and excitement signal the leaders personal conviction to pursue that dream.

CREDIBILITY: More than anything, followers want leaders who are credible. Above all else, we must be able to believe in our leaders. We must believe that they will do what they say, and that they have the knowledge and skill to lead. They must be enthusiastic about the direction in which we are heading.

Credibility is extremely fragile. It takes years to be earned, but it can be lost in an instant. Credibility grows through consistent exhibition of leadership qualities, but it can be lost with one thoughtless remark or inconsistent act, or one broken agreement. Credibility is earned, it is not conferred by title or position. Our actions truly speak louder than our words.

There are five fundamental actions that can help build credibility.

1. KNOW YOUR CONSTITUENTS. Building any relationship begins with getting to know those we desire to lead. Only in this way can you show them how their interests can be served by aligning them with your interests. There is no substitute for listening to your constituents.

2. STAND UP FOR YOUR BELIEFS. We can respect a leader who listens, understands, and acknowledges our point of view, yet still prefers other viewpoints. If your beliefs are strongly held, ethical, and based on sound thinking, your followers will find ways to align themselves with you.

3. SPEAK WITH PASSION. Enthusiasm, energy, and commitment begin with a leader. To gain the commitment of others, you must communicate your excitement. A leader also has the responsibility of helping followers develop a positive image of themselves.

4. LEAD BY EXAMPLE. Leaders are role models. We look to them for clues on how we should behave. We believe their actions over their words every time. They only lead by example.

5. CONQUER YOURSELF. Followers do not want to see their leaders lacking self-confidence. The real struggle of leadership is internal. If, as a leader, you are to have the self confidence needed to step out into the unknown, you might *begin each day by looking in the mirror and asking “Just what do I stand for?”*

Calendar of Events

February 3
9:00 am - 12:00 pm

Erik Markin
Small Business Specialist
Chamber Office

February 15
5:30 pm

Chamber Board Meeting
Chamber Office

February 25
10:00 am

Ribbon Cutting
Bonnie's Boutique
405 N. Front St., Greenfield, TN

February 28
4:30 pm

Healthy Woman Anniversary Event
UT Martin Boling University Center

March 3
9:00 am - 12:00 pm

Erik Markin
Small Business Specialist
Chamber Office

March 11
10:00 am

Ribbon Cutting
Six Toe Studio
204 Main St., Martin, TN

April 7
9:00 am - 12:00 pm

Erik Markin
Small Business Specialist
Chamber Office

April 9
5:30 pm - Auction
6:00 - Dinner

The Carl Perkins Center
"Taste of Weakley & Obion Counties"
Gala Auction
Volunteer Distributing Co., Inc.
Dresden, TN

April 26
6:00 pm

President's Banquet &
Leadership Graduation
UTM Boling University Center

April 30 to May 7



Tennessee Iris Festival
Dresden, TN
www.tennesseeirisfestival.com



ADVERTISING SPACE AVAILABLE

Are you looking for new ways to advertise? The Chamber Newsletter is mailed to approximately 400 members. These include Chamber members, elected officials, schools, and civic organizations. If your business or organization would like to advertise in our monthly newsletter, please contact Marguriet Frazier at (731) 364-3787.



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