



# Chambergram

## Orland Park Area

CHAMBER OF COMMERCE

We're Growing Places

October 2012

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### TASTE OF ORLAND!

Thank you to all of the members who came out to help at the Chamber's booth at the Taste of Orland Park. Despite a bit of rain, it was a great time!



The Chamber's Young Professionals held their June meeting at Francesca's Vicinato in Palos Park. The Young Professionals meet at 5:30pm on the second Wednesday of every month at various Chamber member locations. Join them for a fun and relaxing opportunity to network and expand your professional contacts.



Thank you to Joellen Adams and NuMark Credit Union for hosting our bi-monthly member orientation. Renee Oswald, Guaranteed Rate, Carl Rogers, West & Zajac, and Carol Inyart, Primerica, joined Joellen for a photo. The orientations are a great way to learn of your membership benefits. Watch for the next orientation to be held in November.



Congratulations to Savers on your Grand Opening in Orland Park. (Pictured L to R) Janet Anderson, Epilepsy Foundation, President Tami Khuntia, Jennifer Bodoh, Manager of the Orland Park location, Village Trustee Kathy Fenton and Ken Alterman, President & CEO of Savers. The new store is located at 15625 S. 94th Avenue.

# From the Top...

## President's Message



*«If you want to be successful, it's simple: know what you are doing, love what you are doing, and believe in what you are doing.»*

It's autumn. The weather changes and our lives will change with it. Chamber events will fill our calendars and we will once again be around people we enjoy.

Our Chamber has continued to welcome new businesses despite the economy. In August we celebrated the opening of Savers with a ribbon cutting ceremony. Dave & Buster's celebrated their grand opening/ribbon cutting celebration in September. Whole Foods is preparing for their grand opening soon. Slowly but surely our economy is getting better and stronger.

The one thing that our membership can count on is that the Chamber of Commerce is always there to guide and support the businesses in the Orland Park area. Over the years we have developed a strong relationship with the Village of Orland Park. We share a common goal of working together as a team for the growth and the retention of local business.

Our new members are the source of our growth and our existing

members are the source for our continued existence. ALL members are welcome to join us for any of our Member Orientations. It doesn't matter if you have been a member for a while or if you are brand new to the Chamber; all will benefit from this morning get together. It's a great way to learn about your membership benefits, welcome new members and meet the committee chairs and Board of Directors. It's YOUR chamber – make the most of it!

Our Ambassadors have completed the Fall Membership Blitz. Many local businesses were visited by this welcoming group and asked for their feedback. We want to know what the Chamber does that works and doesn't work. We want to know your suggestions and your criticisms. We want to know how we can help your business grow. Our goal is to be the resource for the betterment of our businesses. Our Ambassadors do a great job of helping us promote programs that work and change programs that need tinkering and we value your input.

The Community Expo will be on Oct. 13th at Carl Sandburg High School. If you have not reserved a booth yet, download an application today or call the Chamber office (708) 349-2972. This family fun

event will get the word out about your business to the residents in the area. All the details are on our website or give the office a call – the staff is ready to answer your questions.

Business Unwrapped is back after a summer break. Bring your lunch and take a break from your work to learn something new while you meet other business professionals.

Do you want to get more involved in the Chamber? Check out the calendar and stop in at the Committee meeting. Find the committee that fits into your schedule and interests. Even though we live in the computer age, people still find it more beneficial to deal with people face to face. The more you get involved, the more you will discover the strength of our organization. Between the dedication of Keloryn, Donna and Bonnie and the focus, vision and dedication of our Board, we have the best tools to get the job done for business. Check out the calendar on our website and find a way to get involved.

The one quality that all successful people have is the ability to take on responsibility.

Love & Regards, *Tami*  
Tami



## 2012 OPACC Officers

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Keloryn Putnam

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**Heather Warthen,**  
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**Renee Oswald,**  
Secretary  
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**Amy Grace Coghill,**  
Silver Lake Country Club  
Immediate Past President

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**Ric Roemer**  
Creative Home Services

**debi Ross**  
Inside Looks by debi Ross

**Ed Schussler**  
Trustee, Village of Orland Park

**Renee Tabor**  
Metamorphosis



## Mayor's News and Notes

### Open Lands Golf Outing

Thank you to the many chamber members that participated in this year's fundraiser to help preserve open space in Orland Park --- the Open Lands Golf Outing. We had a capacity number of golfers and great prizes generously contributed by our local business community. Your help is most appreciated.

### Police Department's Heroin Series

The Orland Park Police Department remains on the frontlines in the battle against heroin use in the south suburban region. The department recently produced a series of very informative talk shows that address this issue head on. If you haven't seen the series on the village's government access channels on Orland Park Comcast Channel 4 and AT & T U-Verse Channel 99, you can access it on the village's YouTube channel at [www.youtube.com/VillageofOrlandPark](http://www.youtube.com/VillageofOrlandPark).

### Property Tax Rebate Update

The Village of Orland Park will again offer residents an opportunity to apply for a residential property tax rebate, as we have for seven of the last 10 years. As

you may have seen in the local media, we are encouraging residents to apply for the rebate online but will have paper copies of the application for those who don't use the Internet. Watch the village's website and the local media for details and deadlines.

### Centennial Park West Survey

The village has now hosted three outstanding concerts at its newest outdoor venue, Centennial Park West. The Recreation Department is conducting a survey of concert attendees seeking their input on these village sponsored cultural offerings. If you're familiar with the shows, the village has hosted, please take a minute to complete the survey in the "We Want To Know" area of the village's website at [www.orland-park.il.us](http://www.orland-park.il.us).

### Orland Park Public Village Newsletter

The return of the print edition of the village's newsletter, the "Orland Park Public" has been very well received by the community. We've heard from residents and businesses alike who enjoy receiving the newsletter. The most recent edition includes a special center section detailing last spring's Community

Wide Survey. People are pleased with what the Village of Orland Park has accomplished and we are grateful for the insight that participants shared. To see an online version of the newsletter, visit the village's website.

### Downtown Orland Park Progress

Construction is in full swing in the downtown area. Flaherty & Collins's Ninety7Fifty on the Park is taking shape with the buildings coming to life. The village has retained Tim Blum of HSA to market future commercial areas of Main Street. It was Tim who successfully redeveloped Orland Park Place and we're looking forward to seeing the same success downtown.

### Civic Center Open House

Mark your calendars for the Civic Center Open House on Tuesday, October 23 from 4:30 p.m. to 7:30 p.m. Watch the chamber news outlets and the local media for more information.

Daniel J. McLaughlin, Mayor  
Village of Orland Park

# Welcome New Members



# OPACC

## Aishling Companion Home Care Inc

Aishling Dalton-Kelly  
14310 Raney's Lane  
Orland Park, IL 60462  
Phone: 708-728-5538  
aishlingcare@gmail.com  
www.aishlingcare.com  
In Home Care

## Amgard Exterminating, inc.

Mark Williamson  
9243 W. 143rd Street  
Orland Park, IL 60462  
Phone: 708-403-8168  
amgard@live.com  
www.amgardexterminating.com  
Pest Control

## Dave & Buster's

Erin Shoemaker  
39 Orland Square  
Orland Park, IL 60462  
Phone: 708-428-2100  
erin\_shoemaker@daveandbusters.com  
www.daveandbusters.com  
Entertainment

## Eat-Enterprises

Eileen Watson  
19450 97th Avenue  
Mokena, IL 60448  
Phone: 708-478-4040  
eileen@eat-enterprises.com  
www.eat-enterprises.com  
Food - Catering

## Eddie Z's Blinds and Drapery

LeeAnne Grens  
15623 S. LaGrange Road  
Orland Park, IL 60462  
Phone: 708-403-9600  
leeanneg@eddiez.us  
www.eddiez.com  
Window Coverings

## InnovaLaw, PC

Timothy Grochocinski  
1900 Ravinia Place  
Orland Park, IL 60462  
Phone: 708-675-1974  
teg@innovalaw.com  
www.innovallaw.com  
Attorney

## Marvinac Consulting Services, Inc.

Karen Marvinac  
10700 Tower Drive  
Orland Park, IL 60462  
Phone: 708-224-7736  
kmarvinac@aol.com  
Consulting

## Performance Detailing

Joe Vida  
15604 70th Court  
Orland Park, IL 60462  
Phone: 708-444-2450  
joe.performancecdetail@gmail.com  
www.performancecdtl.com  
Automotive Detailing

## Porte Brown LLC - Certified Public Accountants

Kyle Vroegh  
18342 S. West Creek Drive  
Tinley Park, IL 60477  
Phone: 708-429-1040  
kvroegh@portebrown.com  
www.portebrown.com  
Accountants  
Referred by debi Ross

## Editor's Notes

**Chambergram** Editor,  
Donna Cameli, OPACC

**Chambergram** Staff  
Keloryn Putnam, OPACC

**Colin Walsh**,  
eighty-eight graphics  
**Rob Wehmeier**

Wehmeier Portraits  
**Heather Warthen**  
Orland Park Prairie

*This month's contributors:*

**Mayor Dan McLaughlin**

Village of Orland Park

**Paul Frigo**

Office of Krydynski Frigo LLC

**Paul & Vicky Lyons**

Home Helpers/Diect Link

*If you are interested  
in contributing to the*

*Chambergram, please contact*

*Donna Cameli at*

*donna@orlandparkchamber.org*



## Indoor Golf Links of America

is America's largest indoor golf facility and houses 14 virtual golf simulators. Golfers can choose from 67 courses including Pebble Beach, St. Andrews and Spy Glass to name a few. Indoor Golf's facility combines state of the art golf simulator technology with a country club environment. A 22 foot shuffle board and multiple big screen TV's make Indoor Golf

Links a great game day destination for those football and basketball games. The snack shop offers hot foods and cold drinks to golfers and provides the perfect setting for small groups and parties. Need a little help with the golf swing? Indoor Golf Link's resident golf pro Brian Zipse is available for lessons. Their facilities are a perfect venue for birthday parties, corporate parties and even fundraisers. Stop in today and see for yourself. Indoor Golf Links is located at 16356 104th Avenue in Orland Park. You can reach owner Azir Dzabiri at (708) 403-4040 or by email at igla@comcast.net. Visit their website at [www.indoorgolfinks.net](http://www.indoorgolfinks.net). Indoor Golf Links will open on October 1st after their summer break.



Walter J. Krop has 25 years of experience in the financial services industry as an Institutional Broker and as a member of a proprietary

trading group at the C.B.O.E and the Chicago Mercantile Exchange. Walter has B.B.A in Banking and Finance from the University of Mississippi 1981. As a **Merrill Lynch** Financial Advisor, he provides financial solutions to high net individual and business owners by providing advice and guidance based on a time tested Wealth Management process and the use of all available resources of Merrill Lynch. Walter is committed to building enduring relationships

with the philosophy of providing outstanding service to assist clients with their financial lives. He feels strongly that by listening to his clients and fully understanding their current situation, future objectives and concerns he can create a customized investment strategy to help achieve financial and life goals. Walter has resided in Orland Park since 1999 with his wife and two sons. Walter stay involved with his community by coaching youth sports and participating in the Carl Sandburg High School Athletic Boosters. He is also actively involved as a fund raiser and Board Member of The Community Board Cancer Support Center of Mokena. Walter's office is located at 15255 S. 94th Avenue and he can be reached at (708) 966-5557 or by email at [walter.krop@ml.com](mailto:walter.krop@ml.com).



Kevin Hynes is a partner with the law firm **O'Keefe, Lyons & Hynes, LLC**. The firm specializes in commercial and residential property tax appeals

throughout Illinois. O'Keefe, Lyons & Hynes represents clients ranging from the Willis Tower to Orland Park homeowners. Kevin also has specialties in environmental law and government relations, having worked for the Illinois Attorney General, the United

States Department of Justice, and the Illinois House Revenue and Environmental Committees. Kevin serves on the Chamber's legislative affairs committee and the Orland Park Civic Center Authority Board. Kevin is an Orland Park resident and was raised in Chicago's Morgan Park area. He is a member of the Chamber's Legislative Committee. Kevin and his wife Amy have five children. O'Keefe, Lyons & Hynes, LLC is located at 30 N. LaSalle Street Suite 4100. Kevin can be reached at (312) 621-0400 and by email at [kevinhynes@okeefe-law.com](mailto:kevinhynes@okeefe-law.com).



**Rokwelz Bar Meets Grill** is Under New Ownership! Stop in and try out our daily specials that include \$5 lunch specials.

Join us on our outdoor patio while you enjoy the live entertainment. Rokwelz menu has much to offer including homemade soups. Rokwelz is located at 11265 W. 159th Street in Orland Park.

You can reach Tracy Pieczynski at (708) 226-0042 or by email at [danpmailbox-rokwelz@yahoo.com](mailto:danpmailbox-rokwelz@yahoo.com). Check out their menu and specials at [www.rokwelz.com](http://www.rokwelz.com)

# Business As Usual



## Expo Ushers in Fall Months

Be sure to join us for a day of Fall Fun! The Community Expo event is designed to introduce the community to the products and services available to them in the area. This year's Expo will be held on Saturday, October 13 at



Carl Sandburg High School from 9:00 am to 1:00 pm.

The Expo committee has a full morning of events planned and there will be something for everyone.

Radio Disney will be providing entertainment this year in addition to other local groups. The Culinary Corner is returning to entice residents to sample food from the participating restaurants. Be sure to bring the kids as there will also be face painting and clowns, a Classic Car Show and the ever popular Children's Fair Extraordinaire, organized by Advocate Hope Children's Hospital, will offer fun, health related, hands-on activities for children. Ronald



McDonald will present his Magic Show and expo attendees can purchase tickets for raffle prizes that will be awarded throughout the Expo.

Have you reserved a booth for the Expo? There may still be space so call the Chamber office today at (708) 349-2972. Expos are a great way to connect with potential customers. Not hosting a booth this year? Stop by and meet other chamber members at this event and see what they have to offer.



## Ambassadors Club



Ambassadors Barb Langnes, Marquette Bank and JoAnn Adams, Mary Kay Cosmetics, share a laugh while working on a "Getting to Know You" exercise at the latest Ambassadors meeting. The Ambassadors Club meets at 7:30am on the first Wednesday of every month. Everyone is welcome..

## Young Professionals



Caitlin Van Groningen, Jondec Painting and Jacqueline Dobesh, Hutchison, Anders & Hickey, are all smiles at the September Young Professionals meeting at Cooper's Hawk Winery & Restaurant.

## Meet the Ambassador: Nathan Kulleck



**Name:** Nathan Kulleck  
**Birthplace:** Arlington Heights, IL  
**Childhood:** Evergreen Park, IL  
**High School:** Brother Rice High School  
**College:** Moraine Valley Community College & St. Leo University  
**Present Home:** Crestwood, IL  
**Employer:** Standard Bank & Trust  
**Job Responsibilities:** Managing the day to day operations of the branch  
**In my spare time I like to:** Take my dog for long walks and read (Not at the same time)  
**Hobbies/Interests:** I love to read watch the Bears & spend time with family and friends.  
**I'd give anything to meet:** My Grandpa Kulleck. (He passed away when my dad was 7.)  
**Most memorable life event:** I have my Ministry license and last year I married my brother and his wife on the coast of Oregon.  
**Involvement with Other Service/Civic Organizations:** Through the bank I am involved with Junior Achievement and also give seminars on Identity theft at Southwest Community Services.



## Tips for a Successful Expo

The Expo can be a great opportunity to meet more people in one day than you might see in an entire month. Make it count. Here are some tips to help you make the most of each interaction.

### BEFORE THE EXPO

Send a postcard or invitation. Invite your current customers to visit you at the Expo. Attach a note to their invoice or proposal and ask them to stop by your booth. Encourage them to bring friends or family that may have an interest in your product or service.

Consider a contest or game at your booth. This is another great way to pass out your giveaways. If you hold a raffle at your booth, it will provide you with follow-up leads. Design your entry blank/lead card so you gather relevant information from your leads. Mark the forms of your most promising leads for follow-up. Take notes on their interests or other information that is relevant to a possible sales lead.



Keep promotional items manageable. Rather than stacking all your brochures on the table, place only a few on the table and hand them out individually. Handing out materials will

encourage you to interact with visitors. Be sure to give away your freebies as one more chance to have personal contact.

### BOOTH SPACE

Give some thought to the lay out of your booth space. Consider this....in a split second, visitors decide whether they'll visit your booth or move to the next exhibitor. Keep that in mind when setting up the booth. Does your booth clearly convey what you want to sell or say? The secret to getting their attention is good signage. Design your graphics like an advertisement and make the benefit of your product/service stand out.

### CROWD INTERACTION

Try not to do a solo performance. If possible, enlist the help of others: two is better than one.

Be social. Don't sit at your booth or make it a barricade; stand in front of it so you can talk to each potential customer.

Greet people as they walk by your booth.

Have your elevator speech ready. Be prepared to describe your product or service in a sentence or two. If someone has a question you can't answer, don't BS. Tell them you'll get back to them and

make sure you follow up. Take notes on what worked and didn't work. Keep a list handy at your booth so you're not searching little scraps of paper when the Expo is over. Jot down suggestions on booth design and other sales tips that you learn from your experience or observe from others at the Expo.

First impressions COUNT! You only have a few seconds to make a good impression. Visitors look for someone who:

- Is friendly but not overbearing
- Has a friendly smile and looks like they're having fun
- Looks like someone who would be good to do business with
- Is confident and energetic even after standing all day!
- Has a strong, firm handshake

Don't use your cell phone at your booth. We all have experienced the irritation of being pre-empted by a phone call. Don't be the one to put others through that frustration. You will lose a sale option for sure.

### AFTER THE EXPO

Do the follow-up. Make use of the information that you have gathered. Send thank you notes and informational brochures to those who stopped by your booth. Consider a personal phone call for those promising leads that you earmarked during the Expo. Your efforts after the Expo are just as important as preparing and implementing. The goal is to make your business stand out and make your day at the Expo well worth the effort.

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## Listen to the Stories of Their Lives

Submitted by Paul and Vicky Lyons, Home Helpers/Direct Link

Alzheimer's stories don't have happy endings. With no cure and treatment plans that, at best, delay the severity, it is a disease that is hard to explain and harder to understand. Seeing lives slowly stolen away by Alzheimer's can be heart-breaking, frustrating, confusing and exhausting. Just ask anybody who has cared for a loved one and seen them gradually become a stranger.

One of the most difficult activities for someone suffering is their ability to clearly communicate or understand. Ask family members of someone with Alzheimer's or another dementia: Trying to talk with a loved one who doesn't even remember exactly who they are can be very frustrating.

Some senior centers across the country are using storytelling as a way to give people with dementia a low-stress way to communicate,

one that did not rely on their memories. The idea is to show photos to people with memory loss, and get them to imagine what's going on — not to try to remember anything, but to make up a story.

Storytelling is one of the most ancient forms of communication — its how we learn about the world. It turns out that for people with dementia, storytelling can be therapeutic. It gives people who don't communicate well a chance to communicate.

People with dementia start to forget their social role; they might not remember they're a spouse ... a parent. They need a social role through which they can express who they are, and the role of storyteller really supplies that.

Show someone you love that you care. Listen to their stories and you both find a happy ending.

## How To Find An Attorney

Submitted by Paul Frigo, Office of Krydynski, Frigo LLC

This article will discuss a few resources available to find an attorney. This article is not specific to any particular situation, but reviews the main resources available to find an attorney for almost any situation.

- **Word of mouth** – Ask a friend, family member, a neighbor: someone you trust and are comfortable talking to. By asking someone you know well, you can gather information about cost, attitude, experience and personality of the attorney.

- **Internet** – This is a good research source. Search for a criminal attorney, family law attorney, etc. and many different names will show up. You can narrow the search to find a family law or criminal law attorney in a specific geographical area.

Because you are using the internet, you will have privacy. Most attorneys have a web page which will allow you to gather specific information about the practice such as schooling, experience and area of practice. To access feedback on the attorney(s)

and their practice, there are websites which rate attorneys, or give people an open forum to voice complaints, or praise an attorney. The drawback to using these forums is that most of the comments are from an anonymous source. The Attorney Registration and Disciplinary Commission website allows visitors to see if any complaints have been filed against the attorney: [www.iardc.org](http://www.iardc.org).

- **Bar Associations** – The Bar Association in your area is a good resource, also. The Bar Association will usually recommend two to three attorneys that practice in the area of law that you need assistance in. Once you have the names, you can check out the attorney on the internet or ask a friend or family member about that attorney.

Newspaper ads, the telephone book, and T.V. ads are also a good starting point. Any of these resources are a good start to finding an attorney to help you with your particular situation.





## Kudos For Silver Lake



After an amazing first summer with a driving range, Silver

Lake Country Club is now looking forward to a successful fall season. The course has retained its designation as a "Certified Audubon Cooperative Sanctuary through the Audubon Cooperative Sanctuary Program for Golf Courses since 1997 and recently completed all renovations of bunkers, fairway drainage, and a new shortgame area.

To reach certification, a course must demonstrate that they are maintaining a high degree of environmental quality in a number of areas including: environmental planning, wildlife and habitat management, outreach and education, chemical use reduction, and safety, water conservation, and water quality management. This year Silver Lake needed to go through the recertification process, coordinated by Bert Coghill, director of golf at Silver Lake, which required a visit by a local environmental expert.

"Silver Lake Country Club has shown a strong commitment to its environmental program. They are to be commended for their efforts to provide a sanctuary for wildlife on the golf course property," said Jim Sliuter, staff ecologist at Audubon International.

Silver Lake is one of 55 courses in Illinois and 980

courses in the world to receive the honor.

The new dedicated short game area was the final piece of the construction process which included the public driving range that has been open since early spring and has enjoyed steady usage. Silver Lake broke ground on construction in September 2011. Along with the new construction phase, Silver Lake also renovated bunkers on the north and south courses, and completed a fairway drainage project.

Audubon International is an environmental organization dedicated to educating, assisting, and inspiring millions of people from all walks of life to protect and sustain the land, water, wildlife, and natural resources around them. In addition to golf courses, the Audubon international also provides programs for schools, businesses, communities, and individuals.

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"May I please be your Art Department?"

Thanks OPACC for the opportunity to design this newsletter...  
let's start growing your business, too!  
give us a call for a free quote

## Are You Active or Do You Just Belong?

*Are you an active member, the kind that would be missed?  
Or are you just contented that your name is on the list?  
Do you attend the meetings and mingle with the flock?  
Or, do you stay at home and criticize and knock?  
Do you take an active part to help the work along?  
Or, are you just satisfied to be the kind that just belongs?  
Do you work on committees to see there is no trick?  
Or, leave the work to just a few and talk about the clique?  
Come to the meetings often and help with hand and heart.  
Don't be just a member but take an active part.  
Think this over; you know right from wrong.  
Are you an active member or do you just belong?*

*-Author Unknown*





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www.orlandparkchamber.org

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**Community EXPO 2012!**  
**Have You Sent in Your Registration?**  
**Be an Exhibitor at our Community EXPO**  
**Saturday, October 13th**  
**9:00 am to 1:00 pm**

**Carl Sandburg High School**  
**Vendors - Culinary Corner - KidsFair**  
**Car Show - Fun for Everyone!**  
**Expo Registration form is online at**  
**www.orlandparkchamber.org**  
**Bring your Family and See What Our**  
**Members Have to Offer!**

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## Upcoming EVENTS OCTOBER 2012

### 3 Ambassadors Club Meeting

Wednesday, October 3, 7:30am  
Coldwell Banker  
14470 S. LaGrange Road, OP

### 10 Legislative Meeting

Wednesday,  
October 10, 1:00pm  
Orland Park Chamber Office  
8799 W. 151st Street, OP

### 10 Young Professionals

Wednesday, October 10,  
5:30PM  
Rock Bottom Restaurant &  
Brewery  
16156 S. LaGrange Road, OP  
Celebrate Oktoberfest with  
The Young Professionals!

### 12 Business Unwrapped

Friday, October 12  
11:45-1:00PM  
Orland Park Public Library  
14921 S. Ravinia Ave, OP  
"Choosing Employee Benefit  
Plans"

### 13 Community EXPO 2012!

Saturday, October 13th  
9:00 am to 1:00 pm  
Carl Sandburg High School  
13300 S. LaGrange, OP

### 23 Business After Hours/Open House

Tuesday, October 23,  
4:30-7:30pm  
Orland Park Civic Center  
14750 S. Ravinia Avenue, OP  
Refreshments, Entertainment  
and More!  
See what the Civic Center can  
do for your next event! Don't  
miss this!

### 24 Monthly Membership Meeting

Wednesday, October 24,  
7:45am  
Silver Lake Country Club  
8021 W. 151st St. OP  
Guerilla Marketing –  
Al Lautenslager  
\$14member/\$17non-member &  
at the door



**HEY!!!**  
**It's EXPO Time!**  
**See you all there!**

