

MRCC LOBSTER FESTIVAL

The Marlborough Regional Chamber of Commerce's

Annual Lobster Fest 2015



Great Food, Music, and Networking!

July, 15th, 2015, 5:30 p.m. - 8:00 p.m. Longfellow's Wayside Inn 72 Wayside Inn Road Sudbury, MA 01776

Make Your Reservations Today

Phone: 508-485-7746

Website: marlboroughchamber.org

Email: marlcham@marlboroughchamber.org

FOR MORE INFORMATION, Go to Page 2.

WHAT'S INSIDE ▶



- 1 ► President's Update & Stay Informed
- 2 ► Lobster Festival & "NO-COST" Benefits
- 3 ► Calendar of Upcoming Events
- 4 ► New Member Spotlight: Juliana's Catering
- 5 ► BAH Scholarship Awards Night
- 5 ► Business Card Wall Opportunity
- 6 ► MRCC Around Town Events
- 7 ► Ambassador Spotlight: Chuck Frankian
- 8 ➤ Ambassadors & New Members
- 9 ► Ambassadors & New Members (Continued)
- 9 ► Franchising by Ken Picard
- 10 ► Ribbon Cuttings
- 11 ► List of New Members, 3/15 6/15 Scan here to visit the MRCC website:



PRESIDENT'S UPDATE - JULY 2015



Gratitude (n.) a feeling of thankful appreciation for favors or benefits received; warm, appreciative response to kindness; thankfulness.

The Marlborough Regional Chamber of Commerce supports our member companies through customized member services. I am personally going to recognize the people and companies who support the chamber events through sponsorships, so the staff can provide these customized services.

Join me in thanking the following companies who have sponsored major events including the Annual Business Awards Dinner, Premier Golf Open and Annual Lobsterfest in 2015: Al Brodeurs Auto Body • Avidia Bank • Boston Biomedical • Boston Scientific • Boyd Coatings • Doctors Express • Greater Marlborough Programs • Hologic • Jeffrey Schaffer, Business Attorney • Marlborough Savings Bank • Quest Diagnostics • Quinsigamond Community College • St. Mary's Credit Union

Hosts include: Best Western Royal Plaza Hotel • DruMais Hair Salon • Immaculate Conception School • Holiday Inn & Suites • Longfellow's Wayside Inn • Main Street Café • The Haven Country Club • Wayside Racquet Club • Whitney Place

Thank you to the many companies who provide the chamber with in kind services and food: MetroWest Printing • Minuteman Press • Pascarella MultiMedia • SD Visuals • Turning Point Images • VIP Freelance Studios • Catering Options • Dairy Queen • Juliana's Catering • Olive Garden

To all our generous member companies, who volunteer their time and efforts for the Chamber's success, the best word to describe our appreciation for sustaining the many Chamber activities and events is **GRATITUDE!**

With sincerity and gratitude,
Susanne Morreale Leeber. CCE, IOM ♦ President & CEO

STAY INFORMED & KEEP IN TOUCH

The "It's Your Business" newsletter publication is from the MRCC: Marlborough Regional Chamber of Commerce. Celebrating over 90 years of service!

ADDRESS: 11 Florence St., Marlborough, MA 01752

PHONE: 508-485-7746

WEBSITE: www.marlboroughchamber.org **EMAIL:** marlcham@marlboroughchamber.org



FOLLOW US:

linkedin.com/groups?gid=1791919



WATCH US:

Marlborough Regional Chamber of Commerce



LIKE US:

facebook.com/MarlboroughChamber



JOIN US:

Marlborough Regional Chamber of Commerce



TWEET US:

twitter.com/MarlboroChamber

Get your business published! Send articles for future newsletters to susannem@marlboroughchamber.org

NEWSLETTER DESIGNED BY VIP FREELANCE STUDIOS



Boost your brand image! At VIP Freelance Studios we provide graphic design, marketing, promotional products and website design services. Whether for a small project or a large campaign, we get it done for you. Contact us today and receive your MRCC members only discount!

~ Melissa Alexander
Creative Director
508-797-2855
View portfolio & testimonials
at: vipfreelancestudios.com

NEWSLETTER PRINTED BY JETMAIL

www.jet-mail.com

1 ► MRCC: Connections for Success! • marlboroughchamber.org

LOBSTER FESTIVAL





July 15th, 2015 5:30 PM-8:00 PM Longfellow's Wayside Inn 72 Wayside Inn Rd, Sudbury, MA

Enjoy great food, music by Flashback, cash bar, wine pull, raffle's and networking for just \$50!

- Clam Chowder
 - Green Salad
- Steamers and Mussels
- ⇒ Red Bliss Potatoes
 - Corn on the Cob





PHONE: (508) 485-7746

FMAIL: MARI CHAM@MARI BOROLIGHCHAMBER.ORG ONLINE: WWW.MARI BOROUGHCHAMBER.ORG

MUST BE PAID FOR NO LATER THAN JULY 13TH

















ARE YOU UTILIZING YOUR "NO-COST" MEMBER BENEFITS?

Membership with the MRCC entitles you to many benefits and services that are INCLUDED in your investment. Here are just a few of the many programs and incentives that you can participate in:

- 1) Exclusive Membership Bonus Program which is a member to member discount program of goods and services
- 2) Free advertising of your business' event, workshop or meeting on the Chamber's website under Member's Events page
- 3) Free admittance to First Tuesday Business Talks, Third Friday Eye Opener, & all Networking Before Nine & Business After Hours we host
- 4) Have your employees take advantage of our Professional Development Series and many other programs which will enhance your own benefit package

Take a moment to visit our website or call a Chamber staff person to review and update yourself on all the newest and innovative programs we offer to our members and their employees.



John Charrette

50 Pitt Road Framingham, MA 01701 508 283 4862 fax john_charrette@us.aflac.com aflac.com



Matthew J. Budz

Scout Executive / CEO

508-872-6551 x1006 office 508-808-0571 cell 508-872-9092 fax www.ktc-bsa.org

490 Union Avenue Framingham, MA 01702 Matthew.Budz@scouting.org



Bing Yeo

Managing Director byeo@DoctorsExpress.com C: 508.863.3480



on Post Road West (Rt. 20) arlborough, MA 01752 P: 508.658.0764 F: 508.485.0764 rsExpressMarlhor

Daniel M. Tenore

Financial Advisor

Edward lones MAKING SENSE OF INVESTING

25 South Street Hudson, MA 01749 Bus. 978-567-9729 Fax 877-529-0815 daniel.tenore@edwardjones.com www.edwardjones.com





JMAX Small Business Solutions

Misty Viera

Bookkeeping & Administrative Services

Notary Public

508-485-3118

Misty@jmaxsbs.com

25 Years Experience

Fully Insured

LAKESIDE SEWERAGE SERVICE, INC.

Industrial • Commercial • Residential Cesspools & Septic Tanks, Grease Traps **Pumping & Repairs**

GARY H. LYNDE TITLE V INSPECTOR

780 North Bigelow St. • Marlboro, MA 01752 508-485-1063 • 508-393-2621 • Fax 508-485-3976 Email: garylynde@aol.com

2015 CALENDAR OF UPCOMING EVENTS

JULY 2015

July 7 (Tues) - First Tuesday Business Talks. 9:00 - 10:30 AM, Main Street Café, 182 Main St., Marlborough. This small networking opportunity gives the attendee time to talk about issues and to find out what connections and resources can be utilized through the Chamber and its members. Members: included in your Membership; Guests: free, coffee free with breakfast purchase - compliments of Main Street Café. July 10 (Fri) - Rising Young Professionals Wine Tasting and Networking 5:00 PM - 7:00 P.M. The Vin Bin, 91 Main Street, Marlborough, MA. Join us at the Vin Bin in Marlborough, MA for a fun night of networking and wine tasting. FREE to attend. Registration is requested. Call 508-485-7746 or visit our website www.marlboroughchamber.org

July 15 (Wed) - Annual Lobster Fest - Longfellow's Wayside Inn, 72 Wayside Inn Rd., Sudbury. 5:30 - 8:00PM. \$50 per person. Tickets go fast! Call 508-485-7746 or visit our website at marlboroughchamber.org July 17 (Fri) - Third Friday Eye Opener Networking, 8:00AM - 9:00AM, Chamber Conference Room, 11 Florence St., Marlborough. The Chamber hosts an orientation to the Chamber. Existing, new and prospective members come together to learn about the many benefits and opportunities that the Chamber provides and hear a new networking topic each month. Members: included in your Membership; Guests: free. July 27 (Mon) - President's Luncheon, 12 noon - 1:00PM, Chamber Conference Room, 11 Florence St., Marlborough by invitation only.

AUGUST 2015

August 4 (Tues) - First Tuesday Business Talks. 9:00 - 10:30AM, Main Street Café, 182 Main St., Marlborough. This small networking opportunity gives the attendee time to talk about issues and to find out what connections and resources can be utilized through the Chamber and its members. Members: included in your Membership; Guests: free, coffee free with breakfast purchase - compliments of Main Street Café. August 21 (Fri) - Third Friday Eye Opener Networking, 8:00AM 9:00AM, Chamber Conference Room, 11 Florence St., Marlborough. The Chamber hosts an orientation to the Chamber. Existing, new and prospective members come together to learn about the many benefits and opportunities that the Chamber provides and hear a new networking topic each month. Members: included in your Membership; Guests: free. **August 26** (Wed) - Summertime Business After Hours. 5:30PM to 7:30PM. Hosted by EKG Networking, Details Picture Framing and Mega Watt Car Stereo & Security. 87-91 Granger Boulevard, Marlborough. Members: included in your Membership; Guests: free.

SEPTEMBER 2015

September 1 (Tues) - First Tuesday Business Talks. 9:00 - 10:30AM, Main Street Café, 182 Main St., Marlborough. This small networking opportunity gives the attendee time to talk about issues and to find out what connections and resources can be utilized through the Chamber and its members. Members: included in your Membership; Guests: free, coffee free with breakfast purchase - compliments of Main Street Café. September 10 (Thurs) - 22nd Annual Business Expo, Marlborough Courtyard by Marriott, 75 Felton Street, Route 20 West, Marlborough. Do you know where your next lead will come from? Showcase your products and services, don't miss out! Reserve your space today. Registration required Call 508-485-7746 or visit our website www. marlboroughchamber.org.

September 11 (Fri) - Women's Business Council Luncheon, 11:30AM -1:30PM, Embassy Suites, 123 Boston Post Road, West, Marlborough. Guest speaker TBA, Cost \$28.00 per person. Registration required Call 508-485-7746 or visit our website www.marlboroughchamber.org.

September 18 (Fri) - Third Friday Eye Opener Networking, 8:00AM 9:00AM, Chamber Conference Room, 11 Florence St., Marlborough. The Chamber hosts an orientation to the Chamber. Existing, new and prospective members come together to learn about the many benefits and opportunities that the Chamber provides and hear a new networking topic each month. Members: included in your Membership: Guests: free. September 28 (Mon) - President's Luncheon, 12 noon - 1:00PM, Chamber Conference Room, 11 Florence St., Marlboro by invitation only.

You are cordially invited to attend!

To register for any of these events, find out more information, or get directions, please call or email the Chamber.







JUNE 24TH 2015 MEET AND GREET 6PM - 8PM | Medusa Brewery 111 Main Street, Hudson,

Join Us for a relaxing, casual night of socializing and trying some beers on tap! Enjoy some delicious drinks and plenty of relationship building. FREE to attend. Registration is requested.

JULY 10th 2015 WINE TASTING AND NETWORKING 5PM - 7PM | The Vin Bin 91 Main Street, Marlborough, MA

wine, CHEESE, SPIRITS & BREW

Join Us at the Vin Bin in

Marlborough, MA for a fun night of
networking and wine tasting. FREE to attend. Registration is requested. WINE, CHEESE, SPIRITS & BREW



OCTOBER 8TH 2015 **MEGA YOUNG**

PROFESSIONAL'S JOINT BUSINESS AFTER HOURS

5PM - 7:30PM | Tower Hill Botanic Garden 11 French Drive, Boylston, MA

Join Us for our 1st Young Professional's Mega Networking event at Tower Solid Control of Total Floresson as steps at Vertical Revolving event at Tover Hill in Boylston, MA for a fun night of networking with 4 Young Professional's groups including Corridor Nine's HYPE9, North Central's HYPE1, MetroWest Chamber's RYP's and Worcester's YWPA. Cost is \$10/person. Registration is required. **Pre-Registration is** Required!

Bv Email: marlcham@marlbo

By Phone: (508)485-7746

The mission of the Rising Young Professionals (RYP) is to network and socialize with likeminded, young professionals (21-40) from the Metro West and surrounding areas to create longterm relationships and encourage professional development.

MARLBOROUGH OF COMMERCE

11 Florence St Marlborough, MA

SPONSORED BY THE MARLBOROUGH REGIONAL CHAMBER OF COMMERCE

SAVETHE DATE - 22ND ANA REGIONAL BUSINESS

> THURSDAY, SEPTEMBER 10TH, 2015 4:00 P.M.- 7:00 P.M.

MARLBOROUGH COURTYARD MARRIOTT 72 FELTON ST. MARLBOROUGH, MA

NETWORK WITH AREA BUSINESSES

INVEST IN THE SUCCESS OF YOUR BUSINESS THROUGH NETWORKING

MAKE CONNECTIONS

SAVE THE DATE Marlborough Regional Chamber of Commerce Presents:

Friday, October 2nd through Sunday, October 4th Downtown Marlborough

Saturday: Octoberfest 12:00-8:00

AUTHENTIC GERMAN FOOD BEER FROM THE JACK'S ABBY BREWERY BAVARIAN BROTHERS AND SHWARZ SCHAFE BANDS LOCAL ROCK BAND THE USUAL SUSPECTS

Sunday: 20th Annual Heritage Festival

CHOWDER AND CHILI CHALLENGE
(WITH LOCAL RESTAURANTS AND CATERERS)
LIVE ENTTERTAINMENT ALL DAY
ARTISTS, CRAFTERS, AND VENDORS
CULTURAL DISPLAYS OF ETHNICITY



Nick Chunias

nick@julianascatering.com www.julianascatering.com



Juliana's Catering & Events

Customized Catering for All Occasions

978.460.1021 61 King Phillip Rd. Sudbury, MA 01776



Organizational Solutions for Individuals and Businesses

Liz August (508) 403-0145 liz@simplifysimplify.org www.simplifysimplify.org



MONICA MOURA



3 Robert Bonazzoli Avenue | Hudson, MA 01749 www.mourainteriors.com

T 978 562 2260

F 978.562.2520

E monica@mourainteriors.com

FLOORING CONTRACTORS . STONE FABRICATORS | RESIDENTIAL . COMMERCIAL



Davis' Office: 508-393-8785 MASG Office: 413-206-6274 Davis@MASeniorGames.org

Springfield College 263 Alden Street Springfield, MA 01109

www.MASeniorGames.org



Julie Paradise

Owner

Lunenburg, MA 01462 Cell: 508-612-7140 iulie@bintheredumpthat.com

esidential Friendly Dumpsters www.bintheredumpthat.com

NEW MEMBER SPOTLIGHT

Juliana's Catering offers a robust catering menu featuring American, Italian and Mediterranean cuisine and will cater on-site for your special event or simply prepare your catering order for pickup or delivery. Juliana's Catering also offers a number of themed menu options including German cuisine for Oktoberfest events, Mexican cuisine for taco and burrito bars, BBQ events including pig and lamb roasts, Clambakes with lobsters, steamers and lobster rolls, Caribbean themed events or any custom theme requested. They are the perfect solution for your personal or corporate event as they pride themselves in providing personalized customer service and creating customized menus that suit the needs of their clients. And when you taste their food, the word "homemade" will pop into your head as they make all of their dishes utilizing only the freshest ingredients. Juliana's Catering also offers complete event planning services and equipment rentals and can serve as your one-stop shop to successfully run your event. Their philosophy is to take care of everything and allow their clients to enjoy a stress free event. They offer both formal and informal on-site catering services with their professional staff as well as delivery service when on-site catering is not required.

Recently, they catered a 2-day corporate ribbon cutting and open house for fellow MRCC member Mitutoyo America to celebrate their new location at 753 Forest Street, Suite 110, in Marlborough and received very positive feedback:





"You were the right caterer for the job, as everything was first class. On a scale of one-to-ten, your organization is an eleven." ~ Thanks. Steve O'Loughlin; Mitutoyo America



Whether it be a corporate or personal event, Juliana's Catering is your trusted source to provide the finest catering at a very reasonable price. They are now located at the historic Hunt House Inn Bed & Breakfast at 330 Boston Post Road in Sudbury,

MA and are available to host parties of up to 50 people.

Serendipity: Jewelry, Art & Whimsy!



Woo hoo! A \$5 gift card just for you! Discover the little yellow shop of handmade treasures down the way . It will surely brighten your day.

63 Main St. Hudson, Ma 978-562-7756 www.serendipityinhudson.com

Robert Half Management Resources

Doreen Bjorkman

Client Service Director

1700 West Park Drive

Westborough, MA 01581

doreen.bjorkman@rhmr.com

roberthalfmr.com

508.621.2300

508 836 4520

c 774.245.8489



Steve Elkinson President

277 Main Street Marlboro, MA 01752

508.229.2211 508.942.5833 cell fax 508.229.2306

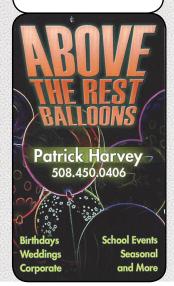
steve@promotional-partners.com

Tod Salmonson

Sr. Community Manager

1000 Bay Drive Marlborough, MA 01752 AvalonMarlborough.com tod_salmonson@avalonbav.com P 508.485.0083 F 508.485.0086

AVALON



MRCC: Connections for Success! • marlboroughchamber.org ◀4

CESAR HAIR DESIGN & SPA

Victoria Gelais **508.857.9064**

Cesar Maccoy 603.820.0901

188 Main Street Marlborough, MA 01752

Chinese Medicine of Marlborough

James Chaffee MAOM, MDiv \$\infty\$ 508-624-9102

Chinese Herbal & Food Therapy Oriental Body Work Meditation & Relaxation Therapy



Frank Collins Regional President



855-ITS-EESy Toll Free 508-561-4871 Cell fcollins@itsEESy.com



LOUIS P. MONTI 508 485 1990 FAX 508 485 0392 Louis P. Monti JR. MOBILE 508 789 8953





BUSINESS AFTER HOURS SCHOLARSHIP AWARDS NIGHT

The Business After Hours Scholarship Awards Night was held on Thursday, June 4th.

Hosted by the Wayside Racquet & Swim Club and Sponsored by Hologic

Congratulations!











BUSINESS CARD WALL ADVERTISING OPPORTUNITY

WHAT YOU GET:

Your name, business card, or company logo displayed on the large poster beside the MRCC Business Card Wall for only \$75 for one month. Also, your business card featured in the special Chamber Staff business card area.

WHY YOU SHOULD:

It increases the visibility of your business and its name. Shows you are an active member of MRCC. Increases potential for new business from people walking into the Chamber office. Fantastic way to promote and publicize your business and get referrals. For more information contact the Chamber office: 508-485-7746.

5 MRCC: Connections for Success! • marlboroughchamber.org

MRCC AROUND TOWN EVENTS



Pictured Above: NITE out at Zarape with the Ambassador Committee and the RYP Committee



Pictured Above: Womens Business Council Lunch & Fashion Show at Embassy Suites



Pictured Above: Women's **Business Council Luncheon** with Mary Gianakis Director of Voices Against Violence



Pictured Above: Third Friday Eye Opener Networking Hosted by Matt Tucker of New York Life Insurance



Pictured Above: Business After Hours with Corridor Nine at Whitney Place

AMBASSADOR SPOTLIGHT: CHUCK FRANKIAN



HOW TO: Build a team of professionals for your business

As a business owner, you probably handle most of the responsibility of running the business yourself. But what if you could utilize a team of professionals to consult and guide the management of your company? What if this team could understand your situations and needs on an ongoing basis?

No matter what type of business you own or how successful you are, everyone can benefit from the guidance and knowledge of these four key business specialists, many of whom are independent business operators just like you.

ATTORNEY: You may want to hire an attorney who specializes in the needs of business owners and can consult with you on asset ownership, best-choice business form, succession planning, contract review, and employee-employer relationships. It's crucial to establish a relationship with your attorney, so that you can pick up the phone when you have a question.

ACCOUNTANT: Again, you may prefer someone who understands the needs of independent business people and, if possible, also knows your industry. An accountant should help you "read" your books more effectively, translate raw data, plot areas of profit and loss, and show you how to manage your tax liability. In short, your CPA could save you money. Don't make the mistake of meeting only once a year at tax time: give your accountant the opportunity to work with you all year long.

FINANCIAL INSTITUTION OFFICER: Credit is the lifeblood of many businesses. It's always important to maintain contact with a person who can help you access the cash flow you need when you need it, and at a favorable rate. In addition to issuing credit, many financial institutions frequently provide a wealth of other services at minimal or no charge. Regular contact with your institution will keep you abreast of new opportunities that can benefit your business.

INSURANCE PROFESSIONAL: An insurance agent familiar with the challenges facing independent business owners can act as an effective problem solver. Specifically, a trained, licensed insurance professional can play several crucial roles in your business:

- 1) Help your company meet its immediate insurance protection needs. This includes helping select and fund insurance for key executive coverage, death and disability* buy-out, pension, and other qualified plans.
- 2) Help meet your personal insurance and financial product needs. Family decisions can be a key factor in making any business decisions. Your insurance agent can help you coordinate a cohesive insurance program that satisfies your needs and goals on personal and professional levels.
- 3) Help coordinate the work of other professionals. Insurance agents will help you focus on the big picture and work to help you put together a team of professionals.

This educational, third-party article is provided as a courtesy by Chuck Frankian, Agent, New York Life Insurance Company. To learn more about the information or topics discussed, please contact Chuck at 781-392-1754 or cfrankian@ft.newyorklife.com.

*Disability insurance is available through one or more carriers not affiliated with New York Life, dependent on carrier authorization and product availability in your state or locality.

CHUCK FRANKIAN

New York Life Insurance Company • 781-392-1754 • cfrankian@ft.newyorklife.com

NEW MEMBERS & AMBASSADORS



Ambassador Diana Fernandes welcomes new member Skip Guss of Golfrite



Ambassador Lucy Servidio welcomes new member Matt Senie of Riverbridge North



Ambassador Lucy Servidio welcomes new member Frank Collins of EES Consulting



Ambassadors Lucy Servidio & Martin Levins welcome Andy Davis of Massport Worcester Airport



Ambassadors Susanne Morreale Ambassador Susanne Morreale Leeber and Maria Bentley welcome Breathe Wellness



Leeber welcomes new member Maria Martin of Forever Slender



Ambassador Sandi Barrett welcomes new member Brian Burke of Wags Dog Walking



Ambassador Steve Lutch welcomes new member Amy Weader of Fountain Street Studios



Ambassador Ellen Goodman welcomes new member Great Speakers



Ambassadors David Rose & Doug Welcome new member Mitch Rowe welcome Bob Kane of the Freundlich of Jet Mail Marlborough Historical Society





Ambassador Ellen Goodman welcomes new member Lori Burton of Serendipity



Ambassador Maria Bentley welcomes Julie Paradise of Bin There Dump That



Ambassador Mike Pascarella welcomes new member Tom Jarmas of ASG Security



Ambassador Jay Paranjape welcomes new member Cesar Hair Design & Spa



Ambassador Maria Bentley welcomes new member Jim Chaffee of Chinese Medicine



Ambassador Chuck Frankian welcomes new member Steve O'Loughlin of Mitutoyo



Ambassador Steve Lutch welcomes Asim Ghani of Verizon Wireless Zone



Ambassador Chuck Frankian welcomes Ken Picard of Entrepreneur's Source



Ambassador Maria Bentley welcomes Robert DiGregorio of DiGregorio Productions

DiGregorio Productions

Audio • Video • Film • Web Video • Live Event Production

Robert C. DiGregorio, Jr.

248 Brigham Street ough, MA 01752

781-454-9385 (cell) gorio@dprodonline.com w.dprodonline.com

Tollow Us: @Dprodonline



Dr. Mojgan Rahimi, D.M.D. Cosmetic and Family Dentistry

530 Boston Post Road, East Marlborough, MA 01752

Tel: 508.481.8094

www.primesmiledentalgroup.com

GREAT WOLF LODGE. GROUPS & MEETINGS Plan on it.

Donna Libby Senior Sales Manager dlibby@greatwolf.com

150 Great Wolf Drive Fitchburg, MA 01420 Main: 978.343.9653 Direct: 978.516.0137 Fax: 978.343.9654

greatwolf.com/meetings

NEW MEMBERS & AMBASSADORS

(CONTINUED)



Ambassador Steve Lutch welcomes Tony Cerqueira of New England Cleaning Services Bjorkman of Robert Half



Ambassador Ellen Goodman welcomes new member Doreen



Ambassador Maria Bentley welcomes new member Larry Chase of LCI Paper



Ambassador Maria Bentley welcomes LINDO. Inc.

TCLifeSafety

James Mongeau james.mongeau@tclifesafety.com

419 Lincoln Street, Marlborough, MA 01752





Ken Picard

kpicard@ESourceCoach.com

3 Oneida Place Hudson, MA 01749 www.TheESource.com/kpicard

Office: 978-562-8930 Cell: 508-838-5183

FRANCHISING: THE ALTERNATIVE METHOD OF BUSINESS OWNERSHIP

Most of us think franchising is just about fast food and coffee - it's not! Franchising is a proven method of distributing products and services utilizing local business owners. They are home based, office based, mobile, retail, and light manufacturing. They may specialize in business or residential services, education, senior care, coaching and consulting, staffing, automotive, health care, real estate and yes, fast food! Franchising has grown to be a \$9 billion industry and accounts for more than 5 percent of the U.S. gross domestic product.

According to the Department of Commerce, franchises enjoy a much higher success rate than independent businesses. The franchise operating system has been developed and proven, providing significant training and support, by industry experts. A franchisee is in business for him/herself but not by himself. Franchisees do pay an initial franchise fee and there is a binding agreement. Research is the key. If you decide to look into franchising, we'll help you get all the facts up front.

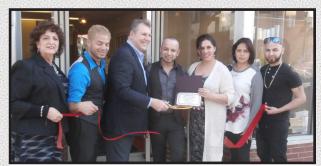
Who do we work with? It is someone like you... A person escaping from corporate America, a current business owner looking to expand or add an additional revenue stream, someone who wants to keep their job and have a business on the side. Basically anyone who wants to become more self reliant and build financial security.

A franchise coach can be invaluable in helping you to determine the right business to invest in. They get to know their clients - Using testing and assessments to understand their strengths, weaknesses, business and transferable skills, and their income and lifestyle goals. Coaches also provide free education about business ownership. Franchise coaches with The Entrepreneur's Source offer their services at no charge. If you are thinking about business ownership, it's time to give franchising a closer look!

Ken Picard is a Business Coach and independent owner at The Entrepreneur's Source. He can be reached a (978) 562-8930 or kpicard@esourcecoach.com

9► MRCC: Connections for Success! • marlboroughchamber.org

RIBBON CUTTINGS



CONGRATULATIONS & WELCOME! Member: Cesars Hair Salon & Spa



CONGRATULATIONS & WELCOME!
Member: TC Life Safety



CONGRATULATIONS & WELCOME!
Member: Mitutoyo



CONGRATULATIONS & WELCOME!

Member: Silk Road Bistro



CONGRATULATIONS & WELCOME!Member: Rogers Hearing Solutions





AMARLBORO & AMARLB

CONGRATULATIONS & WELCOME!
Member: Marlboro Animal Hospital

LIST OF NEW MEMBERS: MARCH 2015 - JUNE 2015

Above The Rest Balloons

Patrick Harvey 80 Sussex Lane, Worcester, MA 01602 508-450-0406 Balloon Décor

Adcole Corporation

Doug Vandenderg 669 Forest Street, Marlborough, MA 01752 www.adcole.com 508-485-9100 Manufacturing - Electronics

Aflac

John Charrette 50 Pitt Road, Framingham, MA 01701 508-479-2700 Insurance

Ameriprise Financial, Gage & Wilson

Paige Valchuis 450 Lexington Street, Suite 202 Auburndale, MA 02466 ameripriseadvisors.com/paige.j.valchuis 617-910-4834 Financial Planning & Management Services

Avalon Marlborough

Tod Salmonson 1000 Bay Drive, Marlborough, MA 01752 www.avalonmarlborough.com 508-485-0083 Apartments, See Real Estate

Bin There Dump That

Julie Paradise 1 Seguoia Drive, Lunenburg, MA 01462 www.wachusettdumptsterrental.com 978-582-1176 Waste Management

Bowditch & Dewey,LLP

Jennifer Irvine 311 Main Street; PO Box 15156 Worcester, MA 01615 www.bowditch.com 508-926-3348 Lawyers

Cesar Hair Design & Spa

Cesar Maccoy, Victoria Gelais 188 Main Street, Marlborough, MA 01752 508-303-0000 Beauty/Barber Salon - Hair, Nails, Etc.

Chinese Medicine of Marlborough

Jim Chaffee MAOM, MDIV 11 Orchard Street, Marlborough, MA 01752 508-624-9102 Acupuncture/ HealthCare

DiGregorio Productions

Robert C. DiGregorio Jr. 248 Brigham Street, Marlborough, MA 01752 www.dprodonline.com 781-454-9385 Video Production

Energy Efficiency & Sustainability

(EES Consulting) Frank Collins 2 South Bolton Street Ext. Marlborough, MA 01752 www.itseesy.com 508-449-0505 Energy Services

Entrepreneur's Source

Ken Picard 3 Oneida Place, Hudson MA 01749 www.theesource.com 978-562-8930 Franchise & Business Coaching

ERA Key Realty Services Nina P. Sable 19B Maple Street Marlborough, MA 01752 508-733-8935 Real Estate & Realtors

Fountain Street Studios

Amy Weader 59 Fountain Street Framingham, MA 01702 www.fountainstreetstudios.com 508-665-0614 Arts, Cultural Organizations

GolfRite, LLC Gordon E "Skip" Guss 20 Turnpike Road Southborough, MA 01772 www.golfrite.com 508-561-0111 Golf Instruction

Great Wolf Lodge

Henry Tessman 150 Great Wolf Drive Fitchburg, MA 01420 978-343-9653 Hotel/Resort/Conference Center

Lindco, Inc.

Carl Lindegren 24 Saint Martin Drive Marlborough, MA 01752 508-485-8882 Manufacturers Rep. - Specialty Items

MA Senior Games

Larry Libow 56 Ŕiverview Street Springfield, MA 01109 www.MASeniorgames.org 413-206-6274 Health - Fitness & Recreation Clubs

Mary Kay, Inc.

Rhona George 6 Turner Road, Framingham, MA 01701 www.marykay.com/rhona 508-380-5052 Skin Care

Mitutoyo America Corporation

Laura Newman 753 Forest Street, Suite 110 Marlborough, MA 01752 www.mitutoyo.com 630-723-3570 Distributor Capital Goods

Navarro Consulting

Ralph Navarro Consulting 23 Pearl Street Marlborough, MA 01752 508-287-0190 Computer Information & Technology Service New England Cleaning Services Group, Inc.

Tony Cerqugira 40 Mechanic Street, Suite 310 Marlborough, MA 01752 www.necleaningservices.com 508-281-4422 Janitorial - Commercial

Perfect Dental

Viorica Bucatel 222 Main Street, East Marlborough, MA 01752 508-305-2766

Prime Smile Dental Group

Mojgan Rahimi 530 Boston Post Road East Marlborough, MA 01752 www.primesmiledentalgroup.com 508-481-8094 Cosmetic and Family Dentistry

Promotional Partners Inc.

Steve Elkinson 277 Main Street, Marlborough, MA 01752 www.promotional-partners.com 508-229-2211 Promotional Distributor

Robert Half Management Resources

Doreen Bjorkman 1700 West Park Drive, Suite 305 Westborough, MA 01581 508-621-2300 **Employment Services**

S.I.S. Electrical

Dennis J. Maroney 91 Lincoln Street, Suite 1 Marlborough, MA 01752 www.SIS-GRP.com 508-481-5126 Contractors - Electrical

Serendipity

Lori Burton 63 Main Street, Hudson, MA 01749 www.serendipityinhudson.com 978-562-7756 Jewelry, Art & Whimsical Gifts

Simplify, Simplify

Elizabeth August 31 Lincoln Street, Marlborough, MA 01752 www.simplifysimplify.org 508-403-0145 Organizational Services

TC Life Safety

James Mongeau 419 Lincoln Street Marlborough, MA 01752 800-837-8175 Fire & Security Life Safety

Verizon Wireless Zone

(Solomon Pond Mall) Àsim Ghani 601 Donald Lynch Blvd. Solomon Pond Mall, Marlborough, MA 01752 508-357-8882 Telecommunication Services

MRCC: Connections for Success! • marlboroughchamber.org ◀11