



MARLBOROUGH REGIONAL CHAMBER OF COMMERCE

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2017 VOLUME 2

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4/17-10/17

2017 Annual Meeting Luncheon



SAVE^{THE}DATE

NOVEMBER 15, 2017

11:30 AM - 1:30 PM

**BEST WESTERN ROYAL PLAZA HOTEL
MARLBOROUGH, MA**



**GUEST
SPEAKER
ANTHONY
EVERETT
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I am proud to say that the Marlborough Regional Chamber is your Resource for Connections. There are many **free services and opportunities** that are provided by your Chamber of Commerce. All the services and opportunities we provide are to connect your business to all the possible resources and potential clients.

For example: each **free Facebook posts** and **free web links** are to give your business better exposure to the thousands of people who are active on the internet or visit the Chamber's web site. **Brochure racks** and **business card displays** will enable the many people in the community who visit the office a chance to see your business.

Representation by the chamber staff is to connect you to the elected officials and to not only provide them with the business issues but to introduce you to them so they are aware of the connections they can have through you.

By "showing up" at the many meetings and events, other potential clients get to know you. We provide you an opportunity to connect to others to grow your business by developing the relationships needed to increase your contacts and clients.

The MRCC staff is knowledgeable and knows where to connect you and your business to advice and business counseling. Please take advantage of the many opportunities we provide to you.

Remember, **First Tuesday Business Talk** at the Main Street Café' from 9:00am to 10:30am, the first Tuesday of each month, for casual discussion with me about business and community issues. It's FREE.

Your Resource For Connections

Susanne Morreale Leeber, CCE, IOM
President & CEO



Susanne Leeber welcomes Rio Medical Aesthetics

stay informed

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

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(L to R) Best Western Royal Plaza Hotel ladies, Maureen Raillo of W Limo, Diana Casavecchia of Mechanics Hall
BELOW David Greenwood of Greenwood & Associates and Bing Yeo of AFC Urgent Care



heritage festival

Heritage Chili Chowder Contest
Villatoro: Winner of Popular Vote Overall



Best Chowder Voted by Judges
Fish Restaurant & Wine Bar



House of Dance performing at
The Heritage Festival

Words of Advice

When asked about words of advice with regard to the Marlborough Regional Chamber of Commerce or any networking group, the best advice is to be active! This is the advice someone gave me years ago. How do I know it works? "Data". Create some type of data tracking system. For me I track how many orders I receive through various networking methods. I am happy to report that due to my activities with the chamber I can document at least 75 orders closed since January 1, 2017. I can also document the following: In 2012 the year I took my business full time I booked only 73 orders. In 2016 that number of orders closed was 191. Part of the increase is due to being active in the chamber. I am very thankful for the loyalty and trust my clients have in my "Little Adventure." Not only has this helped my business. It has helped my family. Recently my son and his family were in need of a new set of wheels. Thanks to Scott McCarthy of the Central One Federal Credit Union. Josh was able to purchase a car with the help of the Credit Union. The chamber creates a sense of community we all can benefit from both personally and professionally.

Steven Lutch, Promotional Counselor, S & L SALES/ Kaeser & Blair



Atlas Travel & Technology Group Relocates to Marlborough

by Michelle Murdock

On September 19, 2017, Chamber member **Atlas Travel & Technology Group** celebrated the relocation of its new corporate office with an official Ribbon Cutting and Business After Hours event. The headquarters is located at 200 Donald Lynch Boulevard, Suite 323, in Marlborough, in a space that CEO Elaine Osgood described as perfect.

Previously headquartered in Milford, MA for 30 years, Osgood said she was drawn to the Marlborough region for several reasons, including growth in the area, the ability to connect with corporate businesses, and the convenient geographic location for Atlas employees.

"I can't say enough about how welcoming the community has been," said Osgood. "It felt like we belonged right away."

Atlas Travel & Technology Group brings corporate travel management leader Atlas Travel and technology innovator Prime Numbers Technology under one umbrella. Atlas Travel was launched by Osgood in 1986, and Prime Numbers Technology in 2007. Her goal is to show that travel companies are alive, well, and ready to provide assistance and support to a variety of travelers.

"We do it all; business and personal travel, events, incentive programs, meetings, and rewards and recognitions with corporate clients," said Osgood.

Atlas Travel Global Travel Management provides travel management services using industry-leading technology, personalized service, and the unified goal to help its customers save money.

Atlas Travel Meetings and Incentives has the tools, the talent, the experience and the creativity to manage company meetings and also helps clients to develop incentive programs that help in reaching corporate goals and milestones.

Atlas Travel Vacations and Cruises plans family vacations, honeymoons, singles getaways, and retirement adventures.

Prime Numbers Technology is an independent provider of data analytics technology and the driving force behind the industry-leading travel benchmarking and analytics tool "Prime Analytics" which provides clients with a thorough understanding of their travel programs' costs and returns, as well as strategies to improve those programs over time.



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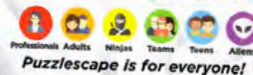
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welcome new members

1 Ambassador Nina Sable welcomes Travers Fredette of House of Dance **2** Ambassador Ellen Goodman welcomes Tom Bertrand of Drew Mortgage **3** Susanne Leeber welcomes Jennifer Thanas of Humanscale **4** Ambassador Bryan Daniels welcomes Kathleen McGonagle of Brookdale Home Health **5** Ambassador Rick Levin welcomes K. Andrew Borg of Borg Design, Inc.

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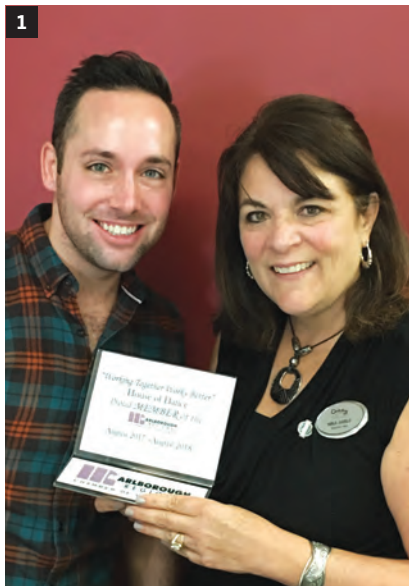
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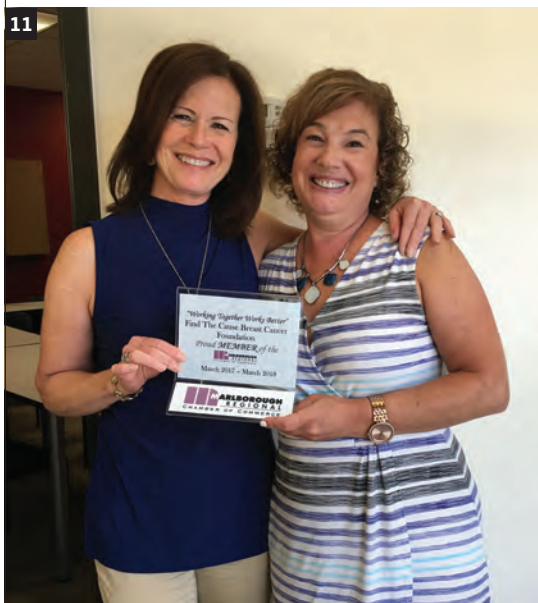
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6 Ambassador Steve Lutch welcomes Miguel Santiago Jr. of JR & Sons Truck & Auto Repair **7** Ambassador Darlene Trainor welcomes Chad Champeon of Café 641 **8** Ambassador Jay Paranjape welcomes Meghan Margarett, Wellness Consultant and Holistic Healer **9** Ambassador Rick Levin welcomes George Narvaez of Title Boxing Club of Marlborough **10** Ambassador Darlene Trainor welcomes to Cody Wasilewski & Mike Fisher of Worcester Railers **11** Ambassador Ellen Goodman welcomes Dru Lundgren of Find the Cure Breast Cancer Foundation **12** Ambassador Kristen Culver welcomes Angel & Douglas Dombrowik of Fox Ballroom

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