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We are now into the third month of 2004. We are almost through the first quarter. If you had to give a grade to how your business is doing in 2004, what would it be? If your business is really booming and the New Year is treating you well, you'd probably give 2004 an "A+." If you have seen some new business growth this year but not at the level you would like, You might give 2004 a "C."

Well, if 2004 isn't all you want it to be yet, I suggest that, when you finish reading this article, you pick up the phone and call the Phoenix Chamber and volunteer to work on one of the many committees the Chamber offers. I have always said that giving of your time is one of the best ways to meet and connect with people because all of you share a common passion for the cause. Whether it is a charity or a business group, volunteering can pay you huge dividends.

Someone who has benefited from giving of his time is Mike Leeds from Professional Sales Coaching. Mike is one of the Phoenix Chamber Ambassadors. "I've only been a member of the Chamber for 1 year, and I got involved with the Ambassadors immediately. It's a great way to meet people, contribute to the Chamber, and assist the membership. A significant amount of my business has come through the Chamber. The key has been to attend events on a regular basis, letting people know you are committed to the group as well as the success of the membership. The referral network of the Chamber is



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very strong, and members will share their experiences of working with you to the other members. I advise people to “make a difference” and positively impact other members businesses by solving problems or filling needs. “Selling is not telling” it is asking the right questions, assisting the members, and contributing to other people’s success.”

As you can see, getting involved with the Chamber can benefit you tremendously. All you need to do is find the committee that you have the most passion for, find out how to get involved and GO DO IT!! It’s really that simple. To find out more information about what committees are available to you, just contact the Chamber office. I’ll look forward to seeing you at an upcoming committee meeting soon.