

[How to Build Trust and Credibility to Increase Sales](#)

When: Wednesday, May 19, 8:00 to 9:30 a.m.

Where: Fox Cities Chamber of Commerce, 125 N. Superior St., Appleton

Current business reality and global economy revolve around relationships and partnerships. The ability to establish, cultivate and restore trust with our colleagues, employees, vendors and customers is an essential leadership competency. This is a Dale Carnegie event in collaboration with Insight Magazine and the Fox Cities Chamber of Commerce. The program will teach tools and principles that allow firms to restore broken trust and create a trust-driven work environment. The event is free to Chamber members and \$50.00 for non-members.

1st Annual IRS Symposium

When: Wednesday, May 19, 8:00 to noon

Where: The Principal Financial Group Office, Appleton

The Green Bay and Appleton Offices of Morgan Stanley Smith Barney and the Fox Cities Chamber of Commerce will present and IRS Symposium featuring several speakers.

Stan Barker, Principal Financial Group, "Primary Uses of Deferred Compensation"

Dan Litwora, RSM McGladrey, "Guidance for Retirement Plans in Troubled Economic Times"

Matt Flanary, ERISA Attorney with Beulow Vetter Law Firm, "401(k) Plan Sponsor Fiduciary Review"

Kathryn McAlpine, CPA, Internal Revenue Service (IRS), "What to Expect from an IRS Audit"

For more information or to register, contact Corey Coonen by calling (920) 490-1624 or emailing

Corey.Coonen@MorganStanleySmithBarney.com

[McAuliffe Academy registration](#)

The fifteenth annual Christa McAuliffe Academy, a program of the Fox Cities Chamber of Commerce & Industry, will take place July 12 through 16 at Appleton North High School. The Academy strives to provide a professional, invigorating, and educational learning experience for K-12 teachers in the areas of math, science and technology education, in keeping with the directives of the Wisconsin Academy Staff Development Initiative (WASDI). Last year, more than 96% of participating teachers rated this academy as EXCELLENT!

The Academy will offer 22 courses in Math, Science, Technology, Literacy and Special Topics geared for the professional development of teachers. Teachers may earn one, two or three graduate credits from the University of Wisconsin-Oshkosh by participating in the Christa McAuliffe Academy. Ted Neitzke, administrator, educator and author will provide the keynote address at 9 a.m. on July 12 in the high school auditorium.

For more information or to view the catalog of classes, go online to www.christamcauliffeacademy.com or contact Mary Jane Grissman by calling (920) 734-7101.

[Pulse May Event – Behind the Scenes at ATW](#)

When: Thursday, May 20, 5:15 to 8:00 p.m.

Where: The Outagamie County Airport (meet at the Public Safety building -- look for event signs pointing you in the right direction)

Pulse will have a rare behind the scenes look at The Outagamie County Airport and what it takes to run the place! Find out about the economic impact the airport has on the Fox Cities and have some fun in the process. Attendees will have the opportunity to visit the operations for Fed Ex, Gulfstream, and the airport fire department, and travel the runways. This is one event you won't want to miss. Cost to attend is \$10.00 for Pulse members and \$20.00 for non-members. After May 17 the price will go up \$5.00 for both Members and Non-Members.

[Breakfast Networking for May](#)

When: Thursday, May 27, 7:30 to 9:30 a.m.

Where: Fox Cities Chamber of Commerce, 125 N. Superior St., Appleton

Members have the opportunity to meet at the Chamber office and give a two minute talk about themselves and their company and can distribute materials. A maximum of 30 people may attend. Individuals from Chamber member firms can sign up for as many dates as they would like. The cost to attend is \$2.00 per person which includes a continental breakfast. To register, go to the Chamber website www.foxcitieschamber.com and click on Chamber Events on the left side. Go to the months you wish to register for and follow the instructions.

[Small Business of the Year Awards Luncheon](#)

When: Wednesday, June 9, 11:30 a.m. to 1:30 p.m.

Where: Radisson Paper Valley Hotel, Appleton

The awards recognize excellence in small business Manufacturing, Wholesale/Retail, Service and in small business via the Rising star Award. Sponsors of this year's awards include First National Bank – Fox Valley and Schenck Business Solutions in conjunction with The Post-Crescent and WHBY 1150 AM. The event will begin with registration at 11:30 a.m. The program is scheduled from noon until 1:30 p.m. Cost to attend is \$15.00 per person or \$130.00 for a table of 10. Invitations will be mailed to Chamber members in the coming weeks.

[Chamber Scramble Golf Outing](#)

When: Monday, July 26, 2010 – 10:00 a.m. shotgun start

Where: Ridgeway Country Club

The outing will remain in a best ball scramble format. A boxed lunch will be delivered to the golfers on the course and a reception with a large variety of hors d' oeuvres being held at the conclusion of golfing instead of a sit down dinner. Cost is \$125.00 per golfer or \$500.00 per foursome and includes 18 holes of golf, cart, the box lunch and hors d' oeuvres reception. Several sponsorship levels are still available for the event.

[Member 411](#) – next publishes on May 27

Member 411 is a bi-weekly e-newsletter for members of the Fox Cities Chamber of Commerce, to advertise their business events in a new bi-weekly format that will be launched to more than 3,200 recipients. **Member 411** provides Chamber members with a venue to promote business oriented seminars, workshops, special promotions, open houses, upcoming special offers, or Chamber member discounts. This new service is available **only** to Chamber Members and is a cost-effective way to make business peers aware of your special events and services. For details and a simple submission form, follow this [link](#).

Octoberfest – Volunteers & Sponsorships

Octoberfest will be held on Saturday, September 25 (License to Cruise on Friday, September 24). The event continues to be a success each year due largely to the many volunteers who help staff the event. Volunteer registration is now open on the Octoberfest website (www.octoberfestonline.org). We need bartenders, block captains, help at headquarters and for License to Cruise on Friday night. Anyone who volunteers for Octoberfest will be invited to the Volunteer Party to be held on Friday, October 15, 2010 at the Radisson Paper Valley Hotel in Appleton. A buffet dinner will be held with live entertainment by RPM from 8:00-11:00 p.m.

Sponsorships for the event are also needed. If you are interested in sponsorship information, please contact Susan Vanden Heuvel by calling (920) 734-7101 or emailing to svanenheuvel@foxcitieschamber.com

The following events are co-sponsored with the Fox Cities Chamber

Understanding Obamacare

What employers and benefit consultants need to know and do

When & Where: Friday, May 14

- Green Bay at the Holiday Inn - City Centre Hotel, 200 Main Street, Green Bay from 7:30 to 9:00 a.m. Registration begins at 7:00 a.m. Breakfast is included.
- Appleton at the Radisson Paper Valley Hotel, 333 West College Avenue, Appleton from noon until 1:30 p.m. Registration begins at 11:30 a.m. Lunch is included.

President Obama has signed into law health care legislation that will affect every employer, third party administrator and insurance broker in the country. Wisconsin Manufacturers & Commerce (WMC), and the law firm of Michael Best & Friedrich, are collaborating with the Fox Cities Chamber of Commerce & Industry, Green Bay Area Chamber of Commerce, and the Heart of the Valley Chamber of Commerce, to provide guidance on the key changes in the new law. Cost to attend is \$45.00 for members of WMC or one of the participating Chambers of Commerce and \$60.00 for non-members. For more information or to register, go online to www.wmc.org, or call Janie Ritter at WMC at (608) 258-3400.

Follow the Fox Cities Chamber on [Facebook](#) – become a fan today!

Save the Date

Business Expo 2010, Tuesday, September 14, 2010, Players Choice, 3035 County Road JJ, Appleton
Annual Meeting, Wednesday, October 27, 2010

Upcoming Business Connections

Tuesday, June 29 at Appleton Yacht Club
Tuesday, July 13 at Miron Construction
Wednesday, August 11 at The Villas of Apple Creek

If you wish to unsubscribe from Up2DATE, please send an email to information@foxcitieschamber.com requesting your email be removed from the list.

Up2DATE, a weekly e-newsletter from the Fox Cities Chamber of Commerce, features Chamber sponsored programs and events including Business Connections, Morning Business Advice, seminars and other relevant news for the coming week.
Up2DATE is best viewed in HTML format.

To register for any of the following Fox Cities Chamber events or to inquire about Chamber membership, call (920) 734-7101, [go online](#) or [email](#). To read a full description of the information, click on the title of the event or [go online](#) to www.foxcitieschamber.com