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WIBA Monthly Newsletter - Check out what is going on!



WICHITA **INDEPENDENT**  
**BUSINESS** ASSOCIATION

John R. Schott  
Kansas Global Trade  
Services

to speak at February 9, 2016

WIBA Luncheon



KANSAS GLOBAL  
TRADE SERVICES

### **Global Sales - Does it make Sense for my Company?**

Come join us for the February monthly luncheon when John Schott will be speaking to us about why exports matter. Which companies export and how to start or expand your exporting. He will also review some of the resources available to help companies export.

[Bio John R. Schott](#)

**Where:** Wichita Boathouse, Kansas Sports

**How to RSVP:**

**When:** 11:45 a.m. - 1:00 p.m.

**Cost:** \$20 for WIBA members  
\$35 for non-members

On line - reserve and pay on line by going to the WIBA website calendar at [www.wiba.org](http://www.wiba.org)

**Reservations and PAYMENT are REQUIRED by February 5, 2016.**



We will no longer invoice for events.



**First-time guests and new member sponsors:**



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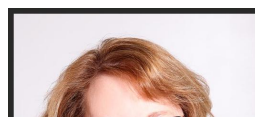
**KK Office Solutions**

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**If you would like to be a "Greeter" please let Judy know!**





## Chairman's Column

# Here Comes Hurricane WIBA!

What a wild month we have experienced. The hard work and vision of some key WIBA board members (Joe Johnson, Chad Stafford, and Ray Frederick) came to fruition when the Wichita City Council voted 7 - 0 to support WIBA's efforts to reach out to Wichita business owners and ask the simple question - what do YOU need to grow your business and create new jobs? With the support of the City's \$125,000 economic development funds, new WIBA staff member, Ray Frederick, will help businesses overcome obstacles to growth. Thank you Mayor Longwell and the Wichita City Council members for your confidence in independent business!

A record setting audience sat at the feet of business entrepreneur's entrepreneur, Phil Ruffin at our annual meeting to learn how he started his career working for his dad to become one of the world's most successful businessmen. He made it sound so simple, yet each of us knows it takes long hours, sleepless nights, personal sacrifice and a vision for the future to be successful.

Another highlight of the evening was President Lon Smith sharing our vision to work with Jardine Technical Magnet Middle School to advance students' career and technical goals through mentorships, internships and support for the STEM lab. WIBA members and guests gave generously and Mr. Ruffin pledged \$100,000 for the project!

There's still more.....Out with the old and in with a new brand! Armstrong/Chamberlain nailed it. **Partnership, Resources, Advocacy and Growth** are what make WIBA your go-to business association.

Last month I shared with you that it is time to flex our political muscle and become a louder voice in Wichita and Topeka for independent businesses. Now is YOUR chance to share YOUR concerns with the people who can make change happen. Join us on Wednesday, January 27 for our Day in Topeka to meet our South Central legislators and share our stories with them. They can't help us if they don't know our business challenges and our opinions on issues and other concerns. Call the WIBA office for more details.

Whew, I hope you're pleased with our progress and can keep up - after all, Hurricane WIBA is just developing.

***Emily Compton***  
***WIBA Chairman of the Board***



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*February Educational Seminar*

## **Selling to People Who Don't Think or Act the Way You Do**

**When:** Thursday, Feb. 4, 2016  
11:30 a.m. - 1:30 p.m.

**Where:** WIBA Offices  
200 E. 1st St., Ste. 101

Everyone has a comfortable "style" of communication and actions. Some of us are introverted and thoughtful in decisions, while others may be extroverts and direct, still others may be the life of the party and want to be friends with people before they are a customer. What is your dominant personality type? If you know your own style, and can recognize the style of others, success with communication and selling can be improved exponentially. In this course you will receive tools to help you identify personality styles and tips for dealing successfully with each style.

Note - you may not be a "sales person" but everyone is selling. Understanding dominant personality styles is important in business and in your personal life.

Who should attend? Anyone who wants to communicate better and understand communication styles of others.

You must

**RESERVE and PRE-PAY      WIBA Members - \$25**

RSVP by

Non-members - \$35

Tuesday, Feb. 2

**To make your reservation:**

1. Call 316.201.3264 and have your credit card ready
2. On line - reserve and pay on line by going to the WIBA website calendar at <https://www.wiba.org/WIBACalendar/>

**Seminar presented by Lee Gray, Action Business Coaching**

Gray is a native of Wichita. She has more than 30 years in sales and business development and marketing experience and has owned several businesses. She is passionate about business and helping people achieve their business goals. Lee is the owner of Action Business Coaching and is a certified business coach.

**Action  
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## Valentine's Day

Brighten Someone's Day with Flowers  
Hand - Arranged into a Stunning bouquet!  
Free Delivery for All WIBA Members & Family



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Breakfast In Red

The American Heart Association invites you to kick off  
National Wear Red Day® and celebrate Go Red For Women®.

## *Breakfast In Red*

**Friday, February 5, 2016**

7:30 - 8:30 a.m. | Wichita Scottish Rite | 332 E. First St.

(Parking and event entrance on north side of the building)



**We Go Red**  
**Let's unite to prevent heart disease and stroke.**

Heart disease and stroke kill 1 in 3 women – more than all cancers combined. The good news is that 80 percent of cardiac events may be prevented with education and lifestyle changes. Women who Go Red live healthier lives.

For more than a decade Go Red For Women has fought for equal health opportunity for women. We proudly wear red, share our stories of survival and advocate for more research and swifter action for women's heart and brain health. Our future is focused on changing the culture to make it easier for women and their families to live healthier lives.

When it comes to beating heart disease and stroke, it's time to put our hearts into it.

Make plans to attend Go Red For Women's Breakfast In Red for a complimentary breakfast and to hear more about how we can save the lives of the women we love.

Nationally sponsored by Macy's and locally sponsored by Via Christi Health.



Dr. Terri Nickel, a family medicine specialist, serves as Via Christi Clinic's family medicine director. During the breakfast, Dr. Nickel will talk about how to protect your heart, your health and the hearts of those you love.



Breakfast in Red sponsored by Aetna and Quality Solutions, Inc.



Wear red and bring someone your heart cherishes. **R.S.V.P. by Friday, January 29th**  
emily.gerstner@heart.org | 316.768.3832

Take action at  
**GoRedForWomen.org | #GoRedICT**

©2015, American Heart Association. Also known as the Heart Fund. TM Go Red trademark of AHA, Red Dress trademark of DHHS.

## WIBA Membership Renewals for February 2016

- Best Supply Co., Inc.
- Paul Biggs, L.L.C.
- Bothner & Bradley, Inc.
- Brunk Realty, Inc.
- Business Protection Equipment Corp.
- Central Glass & Mirror Co.
- Mitchell Media Services
- Northwestern Mutual
- Phoenix Supply, Inc.
- Promax America, L.L.C.
- Patricia W. Rank
- Lee Reed Engraving, Inc.

- Central Glass & Mirror Co.
- Central Power Systems and Services, Inc.
- Echo Hills Enterprises, Inc.
- Exploration Place
- Hana Café
- Hartman's, Inc.
- Hentzen Contractors, Inc.
- Invision Productions, L.L.C.  
dba Women's Fair
- Frank Mick Floor Covering
- Lee Reed Engraving, Inc.
- Regier, Carr & Monroe, L.L.P. C.P.A.s
- Right Recruiting
- Star Lumber & Supply Co., Inc.
- Sudbury Transportation, Inc.
- Sunflower Bank, N.A.
- Thomas M. Tran, M.D. L.L.C.
- West Wichita Pet Clinic, Inc.
- Yeisley Financial Group, Inc.

## WIBA New Members

### **ROBERT (BOB) DOOL**

10801 E. Glengate Cir.  
Wichita, KS 67206  
Dool Bob, 316-634-2648  
bob.dool@outlook.com  
Retired Members

### **WINDSOR HR SERVICES, INC.**

1400 Terradyne Dr., Ste. 230  
Andover, KS 67002  
Kevin Steckley, 469-767-0767  
kevin@windsorhr.com  
www.windsorhr.com  
Human Resource Services  
Referred by: John Meetz - TAB S.C. Kansas

### **APPLIED CREATIVE LOGIC**

216 N. Mosley  
Wichita, KS 67202  
Adam Borst, 316-217-1023  
  
connect@modernmenlo.com  
Consulting

### **WICHITA CRIME COMMISSION, INC.**

130 E. Murdock #101  
Wichita, KS 67214-3630  
Pat Jones, 316-267-1235  
pat@wichitacrimecommission.org  
www.wichitacrimecommission.org

### **VENUE 332 @ WICHITA SCOTTISH RITE**

332 E. First  
Wichita, KS 67202  
Lisa Sparks, 316-263-4218  
lisa@wichitascottishrite.org  
www.venue332.org  
Party Venue  
Referred by: Lon Smith - WIBA

### **CLEAN RITE PRESSURE WASHING**

P.O. Box 782346  
Wichita, KS 67278  
Art Leger, 316-655-5665  
art@cleanritepressurewashing.com  
www.cleanritepressurewashing.com  
Property Management  
Referred by: -

### **RUBY RIBBON**

5205 W. Clifton #712  
Wichita, KS 67216  
Helen Haas, 316-258-5197  
hgoben@att.net  
Retail and Sales  
Referred by: Sue Joachims - Real Solutions Inc.



## WIBA January Calendar

**Tues. Feb. 2** 11:45 a.m. - 1:00 p.m.  
**WWLA Monthly Luncheon**, Wichita Boathouse  
515 S. Wichita St., 316-201-3264

**Tues. Feb. 9** 11:45 a.m. - 1:00 p.m.  
**WIBA Monthly Luncheon**, Wichita Boathouse  
515 S. Wichita St., 316-201-3264

**Thurs. Feb. 4** 11:30 a.m. - 1:30 p.m.  
**Educational Seminar**, WIBA Offices, 200 E. 1st St.,  
Wichita, 316-201-3264

**We no longer send invoices for  
payment. All reservations must be  
paid in advance.**

Reservations for any of these WIBA events can be made by emailing  
[judy@wiba.org](mailto:judy@wiba.org) or online at [www.wiba.org/wibacalendar](http://www.wiba.org/wibacalendar).



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## WIBA Event Pictures

[WWLA Monthly Luncheon - Jan. 5, 2016](#)

[WIBA Annual Meeting - Jan. 19, 2016](#)

**Go Home PBS**

**American MASTERS**

*B.B. King*

*The Life of Riley*

**Friday, February 12 @ 8PM**

Explore B.B. King's challenging life and career through candid interviews with the "King of the Blues," filmed shortly before his death, and fellow music stars, including Bono, Bonnie Raitt, Carlos Santana, Eric Clapton, John Mayer, and Ringo Starr.

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Director of Organization Development

**Judy Whiley**

Governmental Affairs Consultants

**Natalie Bright and Marlee Carpenter**

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316-684-0171

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