

### True Leadership

A new year provides good motivation to reflect on the past and decide on the future. It is wise to take the time to set your goals and build your plan for what you want to accomplish this year or in the next five or ten. Everything around us is moving forward and so standing still means falling behind. Challenge yourself and your team in business and in life to be the best and enjoy the most – be the leader. Is this a case of easier said than done? Not for leaders who are open and realistic about the attitudes and tools that are required to get the job done. How does one begin? The very essence of leadership is that you have a vision. You must be willing to share that vision with those who can help you achieve it. You must be able to identify what needs to be done and then engage those who know how to do it and make them accountable. You absolutely must have a good communications plan. True leadership is based on inspiration and cooperation.

The Brockville and District Chamber of Commerce is grateful for the many business leaders who work together and volunteer their time, energy and expertise for the purpose of fostering a competitive business environment in this region that benefits its people. This year, our community has exciting opportunities to grow and thrive. Chamber leaders will do their best to ensure we make the most of them. On behalf of the Chamber Board of Directors, we look forward to serving you and wish you every success in 2008.

### Voice of Business . . .

The Chamber commends the City of Brockville on another municipal budget process that is targeting timely completion. Again, this year, we look forward to working with the City by providing recommendations on behalf of the business community. Municipal budget deliberations begin the week of January 28th and are open to the public.

### Members Advantage . . .

Chamber members save money through the TD Canada Trust Merchant Services program with rates of 1.69% for VISA, 1.79% for MasterCard and Interac fees of only 9¢ per transaction. You can also expect no hidden fees and excellent customer service. Cost savings cover Chamber dues and then some!

### Contact the Chamber . . .

Check out [www.brockvillechamber.com](http://www.brockvillechamber.com) or call 613-342-6553 for more information on member benefits, upcoming events and advocacy positions.



**Chamber Team (L-R):  
Kim Barr, Sue Ling Ching, Robin Hart**

### NOTE OF THANKS!

To all the sponsors, Brockville Arts Centre and 230 members who attended for making this year's Christmas Cocktail the most successful ever!

**AT WORK FOR  
SMALL BUSINESS**  
SINCE 1970

**Chambers of Commerce  
Group Insurance Plan®**  
Brockville and District Chamber of Commerce Group Plan

Your business,  
your needs,  
our help

**Gord Phillips** REBC, GBA, RHU  
Group Broker  
613-342-4401 ext 233

**Doug Phillips**  
Group Broker  
613-342-4401 ext 451

### NEW MEMBERS

**Canada ICI Corp**

**Goodbye Junk**

**Stella Boutique**

### EVENTS

**January 16, 2008**

Seminar: Coaching in the Moment  
By: David Dean & Associates

**January 17, 2008**

Business After 5

Presented by: **BELL,  
Brockberry Café & Suites & 104.9 JRfm**

### SPECIAL EVENTS

**February 1, 2008**

Leadership Outlook

David Henderson, Brockville Mayor  
Bob Runciman, Leeds-Grenville MPP  
Gord Brown, Leeds-Grenville, MP

Presented by:  
**Brockville Mental Health Care**