

Business & Bagels



Presented by:
Bedford Park-Clearing Industrial Association
In Partnership with Moraine Valley Community College

Where: Bedford Park Library
7816 West 65th Place

Time: 8:15 Registration
8:30 Meeting

Cost: \$15 per session (\$20 non-members)

We are excited to introduce our "Business & Bagels" series. These monthly sessions starting in August, bring the Bedford Park community and business leaders together to network, discuss common issues and share solutions. We encourage you and your co-workers to attend any or all of these informative sessions. We thank *Moraine Valley Community College* and the *Bedford Park Library* for their support of this program.

Register today and Mark Your Calendar:

August 11 -

Strategic Planning for Changing Times

(Walter O'Dowd, O'Dowd Engineering Resource, LLC)

- Make a plan that incorporates input from key managers that will be responsible for implementing it-keep it relevant!
- Set short implementation time frames with practical ways of moving quickly-fingers on one hand approach!
- Celebrate small victories on the way to implementation-recognize key enablers and keep managers engaged!

September 15

The Case for Continuous Improvement

**(Jeff Hobson, Vice President Corporate Operations & Systems,
Lapham-Hickey Steel)**

Is there a case for Continuous Improvement? Absolutely! But if you are looking for a cookie cutter approach you better head over to the Weber bakery.

October 13

The Art of Re-Negotiation

**(Wesley W. Christensen, Former Executive Vice President and
CFO at Smith Bucklin Associates, Inc.)**

Renegotiation is the art of a change to some previously accepted arrangement for the best results to all parties. This requires planning, empathy and careful people skills to have both parties think they have benefited from the new arrangement. The lead party usually is pursuing the negotiation based on need or greed. Always remember "Fail to Plan, Plan to Fail" is the key in every activity.

January 12

**How to Hire the Right People – Personal Branding Essentials
(Tim Sandberg, Challenger, Gray and Christmas)**

Participants will get a basic understanding of why personal branding is essential in today's marketplace.

The presentation focuses on:

- The Elements of a dynamic brand
- How participants want to be perceived by others
- What communication channels to use
- How to create buzz about your brand
- How to measure your branding success being a part of “The Team”
- Using Linked In and other Social Media outlets (read: the hidden job market)
This may be the real topic

February 9

Economic Development - Responsibility and Performance needed to Help U.S. Businesses Thrive.

(Ivan Baker, Economic Development Director, Tinley Park, IL)

Government and economic development efforts can assist business in achieving more profits. Business leaders can play a vital role in workforce development and community development. Working Together....the partnership can mean a thriving and dynamic city and business climate.

March 8

Manufacturing – How to Survive and Thrive

(Tricia M. Kerns, Customer Service Manager/Information Systems Manager, Focal Point Lighting)

Learn what four areas manufacturing companies in the Midwest must embrace to be competitive in the global economy. This includes building a quality product, embracing lean, having the courage to compete and investing in training and education for their workforce.

To sign-up for the sessions, simply fill out the information on page 3.

Questions – Call 708-496-0336



Reservation Slip – Business & Bagels



Company Name: _____ Phone Number: _____

Email address so we can send session reminders: _____

August 11 **Strategic Planning for Changing Times** No. Attending _____

Attendees Names: _____

September 15 **The Case for Continuous Improvement** # _____

Attendees Names: _____

October 13 **The Art of Re-Negotiation** # _____

Attendees Names: _____

January 12 **How to Hire The Right People** # _____

Attendees Names: _____

February 9 **Economic Development** # _____

Attendees Names: _____

March 8 **Manufacturing – How to Survive and Thrive** # _____

Attendees Names: _____

**** Amount of check enclosed: _____**

(\$15 per person ~ per session (\$20 non-members))

Submit Registration Form & Payment to:
Bedford Park-Clearing Industrial Association
5101 West 67th Street
Bedford Park, Il. 60638