

CHAMBER MEMBER TO DO GUIDE



A photograph of an office showroom. In the foreground, several office chairs are displayed on white rectangular pedestals. The chairs come in various colors: black with a textured back, yellow, purple with perforated backs, green, and maroon. Some chairs have price tags attached. In the background, there are office desks, cubicles with glass partitions, and a bookshelf. A blue banner is overlaid in the top right corner.

**COME VISIT US
AT OUR NEW SHOWROOM!**



2207 North Belt Highway
(Anderson Ford Plaza)
816-279-1188
www.MidwestOffice.com

2018 Member Guide

presented by Arthur J. Gallagher & Co.

The Chamber Member Guide is designed to help you maximize your membership investment. Learn more in the following pages.



ST. JOSEPH
Chamber of Commerce

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ABOUT THE CHAMBER

Three Divisions, Promoting Better Business

ECONOMIC DEVELOPMENT



The Economic Development Division is responsible for recruiting new businesses to the community and assisting existing businesses in an effort to retain jobs

and provide expansion opportunities. Under the direction of the St. Joseph Economic Development Council, the Economic Development Division is funded through a community partnership for economic development -- the Partnership for Success. It is supported with funds raised from both public and private sectors. The Partnership for Success includes the City of St. Joseph, Buchanan County, and more than 150 local businesses.

The Chamber recognizes what an important aspect community development plays in creating a community where people want to live and work and businesses wish to invest. As such, the Economic Development Division takes an active part in facilitating this mission and to improve physical infrastructure and amenities, other keys to growth.



This division also works with the St. Joseph Workforce Development Alliance. This group recognizes what an integral component the workforce plays in the economic

growth of a community. It seeks to support, enhance and implement initiatives focusing on the improvement of the area labor force. It is comprised of the Chamber, the St.

Joseph School District, Hillyard Technical Center, Missouri Western State University, the United Way of Greater St. Joseph and local businesses. The purpose is to coordinate local training and educational initiatives to support a prepared and engaged workforce, leading to successful local businesses.

Government Relations

The Chamber works to foster relations with the various levels of government, and to represent the business community in addressing legislative issues. Government policies directly affect business, so the Chamber speaks out on behalf of the business community. The Chamber monitors a wide variety of issues and focuses on a number of key areas. The Chamber's advocacy ranges from formal testimony to informal discussions with key elected officials.

MEMBERSHIP

The Membership Division works to strengthen the membership of the Chamber through effective retention and recruitment efforts. It also provides communication, marketing, networking and educational opportunities for members, and increases the visibility of the Chamber within the community.

ADMINISTRATION

The Administration Division provides coordination and direction of all organizational resources, financial services and building management.

Communications

The Communications Department is responsible for the management and dissemination of Chamber programs, activities and initiatives to members, potential members, the business community, and the general public, through various publications and marketing efforts.

2018 Calendar of Events

January

- 9 Lunch & Learn
- 11 Diplomats Club
- 13 Annual Banquet
- 10 Lunch & Learn

February

- 6-7 Great NW Day at the Capitol
- 8 Diplomats Club
- 13 Lunch & Learn
- 20 Business Mixer
- 23 Public Affairs Coffee

March

- 8 Diplomats Club
- 13-14 Washington, D.C. Fly-In
- 14 Lunch & Learn
- 15 Speed Networking
- 23 Farm City Breakfast
- 27 Career Fair
- TBD Chairman's Breakfast
- TBD Public Affairs Coffee

April

- 11 Lunch & Learn
- 12 Diplomats Club
- 17 Primetime
- 18 Business Mixer
- 20 LEAD

May

- 9 Lunch & Learn
- 10 Diplomats Club
- 10 Parties on the Parkway
- 18 Legal Fundamentals

June

- 12 Lunch & Learn
- 14 Diplomats Club
- 14 Parties on the Parkway
- 20 Chamber Classic
- TBD Public Affairs Coffee

July

- 10 Lunch & Learn
- 13 Diplomats Club
- 13 Parties on the Parkway
- TBD Small Biz Tech Series

August

- 7 Lunch & Learn
- 10 Diplomats Club
- 10 Parties on the Parkway

September

- 6 Primetime
- 11 Lunch & Learn
- 13 Diplomats Club
- 13 Parties on the Parkway
- 18 New Executives Welcome

October

- 9 Lunch & Learn
- 11 Diplomats Club
- 17-18 My Success! Event
- 20 Donut Dash
- TBD Economic Summit Luncheon

November

- 7 Shop St. Joseph Kick Off
- 8 Diplomats Club
- 13 Lunch & Learn
- 28 Small Business Summit

December

- 4 Holiday Party
- 11 Lunch & Learn
- 13 Diplomats Club
- 19 Shop St. Joseph Drawing
- TBD Public Affairs Coffee

TBD = To be determined
Cup of Joe, every Wednesday

Circle of Influence, 2 groups,
meet twice a month
Women's Leadership Group,
every fourth Monday

Go to the Calendar of Events at
saintjoseph.com for current
events and to register.



Matt Robertson
Chairman
CliftonLarsonAllen



J.L. Robertson
Chairman-Elect
Rupp Funeral Home



Sarah DeGarmo
Secretary/Treasurer
Rise by Design



R. Patt Lilly
President/CEO
St. Joseph Chamber of Commerce



Scott Albers
Nor-Am Ice & Cold Storage



Col. Ed Black
139th Airlift Wing,
Mo. Air National Guard



Jody Carlson
Missouri American Water



Brett Carolus
Hillyard Companies



Rondale Dunn
American Family Insurance



Dr. Bernd Eichenmueller
Boehringer Ingelheim



Patti Eiman
First American Title



Mayor Bill Falkner
City of St. Joseph



Jennifer Kneib-Dixon
Fairway Independent
Mortgage Corporation



Todd Meierhoffer
Meierhoffer Funeral Home
& Crematory



Ronan Molloy
Innovation Stockyard

2018 Board of Directors



Dr. Robert Newhart
School District of St. Joseph



Michael Pulido
Mosaic Life Care



Tom Richmond
Altec Industries, Inc.



Harry Roberts
Buchanan County



Stet Schanze
Gray Manufacturing Co. Inc.



Bill Severn
St. Joseph News-Press



Martial Thevenot
Perka Building Frames by
Business Logistics, Inc.



Don Tolly
Don Tolly Insurance Agency



Dr. Robert Vartabedian
Missouri Western State University



Mark Woodbury
General Counsel
Polsinelli



Corky Marquart
Past Chair
Commerce Bank



Tammy O'Meara Chambers
Diplomats Club Rep.
Keller Williams Real Estate



Brandon Tritten
LEAD Rep.
JB-LB Insurance

Past 10 Chairpersons of the Board of Directors

- | | |
|-----------------------|------------------------------------|
| 2017 Corky Marquart | 2012 Matthew Dority/Vern Middleton |
| 2016 Stet Schanze | 2011 Brad McNally |
| 2015 Todd Meierhoffer | 2010 Rick Gronniger |
| 2014 Dr. Mark Laney | 2009 James Hausman |
| 2013 Vern Middleton | 2008 Gary Exline |

EVENTS

The Chamber provides a number of opportunities for members to network, socialize and learn. Look for dates, prices and locations in the Chamber Calendar of Events section each month in the Connections newsletter and the Monday Morning Memo, or check the Chamber website at www.saintjoseph.com. Contact Natalie Redmond for more information.

PUBLIC AFFAIRS COFFEE Hosted by the Government Relations Committee, this event features issues, questions, and responses involving social, economic, governmental, legislative and corporate activities that are of concern to members. Held quarterly.

ANNUAL BANQUET The Chamber's new year begins in January with the gala Annual Banquet. Retiring officers are honored, new leaders introduced and food and fun are enjoyed by all. More than 800 people usually attend.

NEW EXECUTIVES WELCOME Good things begin in St. Joseph each year when the Chamber welcomes and introduces new business leaders to the community.

CHAIRMAN'S BREAKFAST This general membership breakfast is held to update members and showcase recognized speakers.

BUSINESS AFTER HOURS Networking events held regularly at a member's place of business. Free admission.

FARM CITY BREAKFAST This rapidly-growing event, which now hosts about 600 people, is held in celebration of National Ag Day. It recognizes the farmer/producer and the importance of agribusiness to the area economy. Proceeds benefit Agriculture Future of America (AFA) Scholarships.

SMALL BUSINESS TECH SERIES Learn during this speaker series about technology issues that affect small business owners. Free.



THE CHAMBER CLASSIC The hottest golf outing around is annually sponsored by the Chamber in June. Members and their guests enjoy a day of fun and camaraderie.

MY SUCCESS EVENT Area businesses promote career opportunities available to area sophomores from Northwest Missouri high schools. Held in October each year, business representatives meet one-on-one with students and encourage them to develop a career path.

HOLIDAY PARTY Meet and greet Chamber members, staff and the Board of Directors at the annual Holiday Party held in December. Sample "Chamber Tastes" provided by member restaurants, caterers and beverage distributors.

ECONOMIC SUMMIT Luncheons are held annually and are hosted by the St. Joseph Economic Development Council. The Economic Summit is designed to keep members current on economic development activities and showcases a recognized speaker.

LUNCH & LEARN SEMINAR These box lunch seminars, held the second Tuesday of the month, focus on personal and professional development for members of the business community.

DONUT DASH Walk or run by some of St. Joseph's historical sites in a 5k where you can consume and burn calories at the same time. Proceeds benefit area museums.

GET TO KNOW ST. JOE LEAD members host a program for St. Joseph's companies for summer interns to get to know St. Joseph. The series of events help them know what to see and do in our city.

SMALL BUSINESS SUMMIT This event is held annually and focuses on the growth and success of businesses. Features recognized speakers and important business topics.

SPEED NETWORKING Meet new business connections in record time -- it's like speed dating for the business world. Bring lots of business cards and practice your elevator speech.

PARTIES ON THE PARKWAY This series of after-work community events features live music, food and drinks. "Parties" are held the second Thursday of the month, from 5 to 8 p.m., beginning in May and running through August, at various locations along St. Joseph's one-of-a-kind parkway system.

CUP OF JOE This weekly meeting offers the opportunity for entrepreneurs to discuss ideas and make connections.

CIRCLE OF INFLUENCE This exclusive group meets twice a month to exchange sales leads. One person per industry is allowed in each COI group. Guests are free for their first meeting.

WOMEN'S LEADERSHIP LUNCHEONS Each month women professionals are invited to bring their own lunch and discuss business topics important to women. This is held in partnership with Northwest Missouri State University's Small Business & Technology Development Center. Free admission.

COMMITTEES

Membership in the St. Joseph Chamber of Commerce provides you with a multitude of ways to increase your visibility within the business community. And, like most membership organizations -- the more you put into it, the more you get out of it.

DIPLOMATS CLUB This club is the Chamber's public relations team and is highly visible throughout the Chamber and the community. With monthly breakfast meetings and seven subcommittees — Annual Banquet, Business Mixers, Events, Hospitality, Member Retention, New Member Contact and Public Relations — the Diplomats keep very active. Contact Natalie Redmond.

PARTIES ON THE PARKWAY This committee coordinates a series of after-work community events celebrating St. Joseph's unique parkway system. Contact Natalie Redmond.

GOVERNMENT RELATIONS This committee develops the Chamber's legislative positions on business-related issues and maintains working relationships with government officials at the local, state and federal level. Contact Patt Lilly.

AGRIBUSINESS This group serves as the Chamber's primary link with the agricultural community. Meetings are scheduled once a quarter from noon to 1:30 p.m. at the Chamber, except for the months of June, July and August. Contact Mary Brown.

MEMBERSHIP COUNCIL These volunteers meet quarterly and are led by the Board Vice Chair for Membership. They review current member programs and services to see where the Chamber can improve and add value to members. Contact Natalie Redmond.

LEAD This young professionals network, Leaders Engaging And Developing, meets every month to provide leadership development opportunities through social and educational programs. Members are under 40. LEAD creates professionals who are an asset to our community. Contact Natalie Redmond.

SMALL BUSINESS This committee reviews small business programs the Chamber offers and discusses issues facing small business. Contact Patt Lilly.

TRC This committee helps organize the Total Resource Campaign, a main fundraiser for the Chamber. Contact Natalie Redmond.

MANUFACTURERS COUNCIL This new council, formed from two former organizations, the Eastside and Stockyards groups, has the purpose to bring all St. Joseph manufacturers together to discuss relevant issues. This group meets quarterly. Contact Patt Lilly.

ECONOMIC DEVELOPMENT COUNCIL This is a group formed from the business community and the private sector to give guidance to the Chamber on economic development issues. This group is open to 21st Century Economic Development Partnership investors, which are companies and individuals that invest in the Chamber's economic development efforts. This group meets quarterly. Contact Brad Lau.

OPPORTUNITIES

The Chamber offers several ways to showcase your business facility, products and services. Contact Natalie Redmond for more information.

RIBBON-CUTTING & AWARD CEREMONIES Ribbon-cutting ceremonies are provided by the Chamber Diplomats for new, expanded or relocated businesses. Ceremonies are scheduled at least two weeks in advance. Hosts should provide refreshments, tours, displays and a brief presentation. Photos are posted on the Chamber's website.



DIPLOMATS CLUB This fun group meets for breakfast the second Thursday of each month at 7:15 a.m. Host businesses should have a facility large enough to accommodate 70 to 80 people for breakfast, provide at least one door prize and offer a tour of the facility.

BUSINESS MIXERS Business Mixers are held regularly. Hosts provide a cash bar, appetizers and a door prize. Facilities must be large enough to accommodate 75-100 people.

CIRCLE OF INFLUENCE This is a leads group composed of small business professionals who are looking to increase their revenue by forming relationships with other Chamber members for the purpose of exchanging direct client referrals and leads.

CHAMBER TASTES Chamber Tastes events promote member restaurants, caterers, and food/beverage providers. Participants provide samples at Business Mixers and receive recognition in Connections, promotion in the invitation and the opportunity to distribute cards, brochures and menus at the event.



PROGRAMS

Gain in-depth knowledge of St. Joseph, see our government in action and learn strategies for success from other communities by participating in these Chamber programs. Prices vary.

WASHINGTON D.C. FLY-IN A delegation of local business and community leaders annually visit the nation's capitol as part of the Chamber's Washington D.C. Fly-In. While in D.C., the delegation meets with members of Congress, U.S. Senators, legislative staff and U.S. Chamber officials. The Fly-In is held each spring. Contact Steve Johnston.

GREAT NORTHWEST DAY AT THE CAPITOL This event serves as an important public relations effort on behalf of St. Joseph and the entire Northwest Missouri region. Join with local residents, officials and business leaders as they meet and mingle with our state legislators. Visit www.greatnorthwestday.com for more information. Contact Steve Johnston.

SHOP ST. JOSEPH HOLIDAY PROGRAM This program, which runs from November through December, is designed to encourage customer loyalty, retain sales revenue for participating businesses and raise public awareness of retail availability in St. Joseph. A \$10,000 grand prize is awarded to one lucky shopper. Contact Natalie Redmond.



The St. Joseph Chamber of Commerce is a Five-Star Accredited Chamber with the U.S. Chamber of Commerce. This is the highest level of accreditation a Chamber can receive.



COMMUNICATIONS

Many publications and services keep members updated and informed. Contact Kristi Bailey for more information.

CONNECTIONS NEWSLETTER The monthly news source for Chamber members! Learn about business issues from the president, upcoming events, new members and other items of general interest to the membership.

All members receive a complimentary subscription to the **BUSINESS INTELLIGENCE E-REPORT**. This monthly e-newsletter provides the latest strategies, trends, tips and news for today's successful businesses.

saintjoseph.com The Chamber's main website features the Membership Directory, calendar of events, street map, online publications and more!

choosetjoseph.com The Chamber's economic development website gives site selectors and potential new residents all the information they need to choose to locate in our fair city.

stjosephsmallbusiness.com This website is created by Chamber members for the small business owner/operator. Learn from local experts from blogs in a variety of topics important to small business, learn about events and read success stories.

MONDAY MORNING MEMO This weekly e-mail updates members on events and activities taking place at the Chamber, and provides information from our members about events happening at their place of business. Sign up at www.saintjoseph.com.

ST. JOSEPH BUSINESS JOURNAL This full-color tabloid inserted in the St. Joseph News-Press quarterly is a source of business and Chamber news.

MEMBERSHIP DIRECTORY & BUSINESS RESOURCE GUIDE This annual publication offers updates on Chamber members -- their location, leaders and information on their services. It also serves as a community guide to services provided, recreation opportunities, church listings, economic development statistics and much more.

LEGISLATIVE UPDATES These are e-mailed, real-time updates on state and federal business-related legislation to keep Chamber members informed of and engaged in our advocacy role.

SOCIAL MEDIA Follow the Chamber on Facebook, LinkedIn, Instagram or Twitter to see pictures from Chamber events, get breaking news and to talk about business-related issues.



ADVERTISING & SPONSORSHIPS

TOTAL RESOURCE DEVELOPMENT CAMPAIGN

Many of the Chamber's publications, events and programs are available for sponsorship, with varying benefits, through the Chamber's Total Resource Development Campaign (TRC) that takes place each spring/summer. The TRC is an all-volunteer effort to enlist new members, generate programs and sponsorships, sell advertising and raise awareness of the Chamber throughout the region. You may contact Natalie Redmond for more information on sponsorship opportunities.

MEMBERSHIP DIRECTORY The Chamber Membership Directory-Business Resource Guide is published each January. This publication has an annual circulation of 3,500 copies and is distributed to Chamber members, business prospects and new residents. Display advertising space is available to Chamber members only. Advertising rates vary depending on size and placement. Sales begin each summer. Contact Kristi Bailey.

BUSINESS INTELLIGENCE E-REPORT Directly reach business leaders every month with your advertisement in this business strategies and trends electronic publication. A business card size ad is \$100/month, or less if you buy more. Non-compete ads only. Contact Kristi Bailey.

MAILING INSERTS Members can include a promotional flyer in the Chamber's monthly membership mailing. The 2,600 pieces are to be delivered to the Chamber by the 15th of the month prior to the mailing. Must be a "c" fold piece that will fit into a #10 envelope and be pre-approved by Chamber staff. One insert will be included in each month's mailing. The cost is \$650. Member must be in good standing. Contact Mary Brown.

LABELS/EXCEL LIST Would you like to send a direct mail piece to Chamber members? You can purchase mailing labels (for one-time use) or an Excel sheet of mailing addresses (to be used more than once). E-mail addresses cannot be purchased. Contact Mary Brown. *

MONDAY MORNING MEMO Chamber members may submit an event (limit one per week) to be published in the Chamber's weekly Monday Morning Memo. This is a free opportunity and the e-mail goes to more than 2,600 e-mail addresses. Contact Kristi Bailey.

WEBSITES Interested in having your company's logo and link to your website featured on one of the Chamber's websites? Contact Kristi Bailey.

PROMOTIONAL ITEMS

Members can supply samples, promotional items, coupons and brochures for participants at Chamber programs and events. Contact Natalie Redmond. Free.

DOOR PRIZES

Door prizes can also be provided for give-aways at Chamber events. Contact Natalie Redmond. Free.

NEW MEMBER WELCOME MUGS

These mugs are provided to new members within the first few months of joining the Chamber, 20-30 items (must be able to fit into a coffee mug). Coupons are encouraged. Contact Mary Brown. Free.

NEW EXECUTIVES WELCOME GIFT ITEMS

These items are provided to those new to management in St. Joseph. 100 items. Contact Natalie Redmond. Free.

THE CHAMBER CLASSIC GOODIE BAGS/PRIZES

Provided to Chamber Classic golfers. 150 items. Contact Natalie Redmond. Free.

ST. JOSEPH BUSINESS JOURNAL The St. Joseph Business Journal is a full-color tabloid insert in the St. Joseph News-Press. It is a source of news and announcements from members of the Chamber, as well as various business-related information. More than 35,000 copies are distributed quarterly to readers in St. Joseph and the surrounding area. Advertising rates vary depending upon size and placement. Contact your News-Press advertising representative for details. *



*Not sold through the TRC. Items featured on these pages may still be available, if not all slots were sold during the TRC. Contact the person listed for more information.

CHAMBER E-UPDATES

www.saintjoseph.com

Would you like to be reminded of Chamber events and news on a regular basis? If so, sign up to receive requested e-updates on the Chamber's website, www.saintjoseph.com. We'll keep you informed and updated on the latest Chamber happenings. Also, you can follow us on Facebook, Instagram, LinkedIn and Twitter!

Members may pay invoices, update contact information, add company coupons and more, all online. Members can get their username and password for www.saintjoseph.com by calling 816.232.4461.

MEMBERSHIP INVESTMENTS

Investments in the Chamber may increase annually based on the Consumer Price Index (CPI), not to exceed 5 percent. Past increases have averaged 2-3 percent.

MEMBERSHIP HAS ITS AWARDS

Businesses that have been continuous members of the St. Joseph Chamber of Commerce for 5, 10, 20, 30, 40, 50, 75 & 100 years are recognized annually as part of the Chamber Membership Awards Program.

Members receive standing awards in graduated heights.

Another award given by the Chamber is the "Diplomat of the Year" award presented each January at the Annual Banquet.



Kristie Arthur
Director of Workforce
Development
arthur@saintjoseph.com
816.364.4113



Kristi Bailey
Director of Communications
& Marketing
bailey@saintjoseph.com
816.364.4108



Mary Brown
Programs Coordinator
brown@saintjoseph.com
816.364.4102



Deanna Greiner
Membership Specialist
greiner@saintjoseph.com
816.364.4103



Shannon Jobs
Vice President, Administration
jobs@saintjoseph.com
816.364.4111



Steve Johnston
Director, Community
Alliance of Saint Joseph
johnston@saintjoseph.com
816.364.4109



Brad Lau
Vice President,
Economic Development
blau@saintjoseph.com
816.364.4110



R. Patt Lilly
President & CEO
plilly@saintjoseph.com
816.232.4485



Natalie Redmond
Vice President,
Membership
redmond@saintjoseph.com
816.364.4107



ST. JOSEPH

Chamber of Commerce

816.232.4461 or 800.748.7856
816.364.4873 (fax)

saintjoseph.com
choosestjoseph.com
stjosephsmallbusiness.com



Northwest Missouri State University's Small Business and Technology Development Center (SBTDC) is located within the St. Joseph Chamber of Commerce. The SBTDC is available to assist individuals and businesses with issues involving business start-up, expansion, purchase, sale, marketing, financial analysis and almost any other issue that presents itself to current or potential small business owners.

The services provided by the SBTDC are free and do not require Chamber membership. Funding comes from state and federal government funds, as well as other sources to make this service free to the public. If you or your business could benefit from any of these services, please contact the SBTDC.



Rebecca Lobina
Director, SBTDC

lobina@northwestmissouri.edu
www.saintjoseph.com/sbtcd
816.364.4105



Each week, the Cup of Joe program offers local entrepreneurs an opportunity to share their experience with a diverse audience of mentors, advisors, and fellow business owners. To learn more and see who is presenting this week, see the group's website or its Facebook page below.

Cup of Joe also is utilizing Facebook Live now, so if you aren't able to make it in person, check it out from your phone, tablet or desktop on Facebook.

Free
Wednesdays
8:30 a.m., coffee; program starts at 9 a.m. & ends at 10 a.m.

East Hills Library, 502 N. Woodbine Road

cupofjoe-sj.com

facebook.com/cupofjoestjoe



COJOE

AN INNOVATIVE COWORKING SPACE LOCATED IN HISTORIC DOWNTOWN ST. JOSEPH, MISSOURI.

This beautiful and fully functional workspace is designed to be shared by entrepreneurs, freelancers, start-ups and remote workers who understand the value of community and collaboration.

MEMBERSHIP INCLUDES

- Coffee. *Lots of coffee.*
- High speed internet.
- Comfortable seating.
- Dry erase glass for brainstorming sessions.
- Professional workspace and rentable conference room for hosting meetings.
- Educational workshops and networking events/opportunities.
- Fully functional kitchenette.

518 Felix Street | St. Joseph, MO 64501

TOUR THE SPACE TODAY. Connect with us: cojoe@saintjoseph.com | 816-364-4115



NEED HELP RECRUITING OR RETAINING TALENT?

The Made With Uncommon Character campaign can help your business recruit top talent and keep your best employees. St. Joseph has a lot to offer and has tremendous character in our people, architecture and amenities and the Chamber is proud to be a part of this initiative.

Visit the website below and follow Made With Uncommon Character on Facebook, Twitter and Instagram for interesting stories, a community calendar and resources you can give to potential employees -- like housing, school, healthcare options and more.

Need a brochure or goodie bag to give recruits? We have them!



UNCOMMONCHARACTER.COM

UNCOMMONCHARACTER@GMAIL.COM



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Gallagher Benefit Services, Inc.

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scott_cowley@ajg.com · 816.395.8622