

THE BUSINESS EXPO - STILL RELEVANT IN THE DIGITAL AGE

This year, The Chamber will host its 29th annual Business Expo, *Celebrating Montgomery County* at Montgomery County Community College. Since the first Expo in 1980, business has changed from face-to-face meetings, in store shopping and the "Yellow Pages" as the primary marketing tools for small businesses to information that now is at your

Montgomery County's Premier Business Exhibition

2019 **EXPO**



fingertips, 24-7. Orders are placed online which can be delivered in 24

hours or less and social media messages can change as quickly as you can process the post. However, despite the access to everything you need being just a search away, what has not changed is people still like to do business with those they know and trust. A small business owner is quoted as saying about an expo "it is often the only time where a customer, vendor and the product physically come together, which as you may agree, is a potent force for business."

Small Business Expo, a for profit company founded in 2008 hosts events in 17 cities annually at cost per booth of \$2500, reinforces the value expos still play. Exhibit space at The Chamber's Expo is available starting at about 10% of the cost to be part of the Small Business Expo.

The Center for Exhibition Industry Research has found an expo offers a unique value for branding and lead generation which is not provided by other marketing channels. If your competitor is there, you should probably be there as well as expos provide the opportunity to gain knowledge and exposure to new trends, products and resources. Throughout the

year, several chambers host an Expo to meet their members, taste samplings of area restaurants and caterers and network. They vary in size and design, but all are well attended.

The Chamber enjoys the reputation for hosting the largest event in the region, with exhibitors that are representative of the most well respected businesses and nonprofit organization in Montgomery County. The 2019 Expo will be held on Thursday, June 6th from 1pm -5pm with over 90 exhibitors. The day will kick off with lunch and keynote presentation by Al Zone, Executive Director of the Elmwood Park Zoo. The zoo which is celebrating 95 th anniversary, is considered one of the top boutique zoos in America. A raffle blitz and fun scavenger hunt to test your Montgomery County knowledge will be held during exhibit hours. The event will conclude with music, cocktails and samplings of cuisine from 5-6:30pm. There is no charge to attend the EXPO and registration is not required. The community is encouraged to attend. The lunch presentation is a paid event and registration is available at www.chambergmc.org.



Whether you choose to exhibit or attend the expo to network and meet with the business professional representative of this community, make sure this date is on your calendar.



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BEST CHAMBER OR NETWORKING GROUP

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PROSPECTOR

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The Chamber of Commerce

for Greater Montgomery County

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Phone: (215) 362-9200 | Fax: (267) 613-8865

Chamber Satellite Office

676 DeKalb Pike, Suite #208, Blue Bell, PA 19422

A MESSAGE FROM THE PRESIDENT'S DESK



"Although no one can go back and make a brand new start, anyone can start from now and make a brand new ending." ~ Carl Bard

Have you lost track of the your New Year's resolutions for 2019? If working on your business was one of them, there is still plenty of time to make amends and The Chamber is a great resource to help. Whether looking to add staff, fine tune some skills or increase your new prospect pipeline we can help. There is professional development programming, networking and community engagement opportunities on our calendar in the coming months. Check out our website or give us a call. We are happy to help.

Best,

Pam

CHAMBER STAFF

Kim Nguyen, Vice President, Member Services

Wendy Custer, Member Relations Manager

Tiffany Marrero, Marketing & Events Coordinator

Steve O'Driscoll, Member Development

Mary Griffith, Membership Sales & Executive Administrator

Carol Schultz, Events Assistant

THANK YOU TO OUR ANNUAL SPONSORS



CHAMBER NEWS



Tiffany Marrero joined The Chamber as the new Marketing & Events Coordinator in February. Tiffany grew up in Montgomery County, attended North Penn High School and has a background in marketing for non-profit organizations in the area. She lives in Sellersville with her 2 sons.

Welcome Tiffany Marrero

Wendy Custer serves on PTMA



Wendy Custer is now serving on The Partnership TMA Board! The Chamber of Commerce for Greater Montgomery County was a founding member of the PTMA in 1993. They work with businesses, municipalities, school districts and non-profit organizations to improve access to work and decrease traffic congestion. Many people may not know they offer a free Bike Share program throughout the county.

The Chamber of Commerce for Greater Montgomery County is proud to announce that for the third year in a row we were named the Winner of the **Best Business Chamber or Networking Group** by the Montco Happening List for 2019!



Chamber Recognized



CHAMBER EVENTS

The Chamber staff competed at the Souderton Telford Main Streets *So You Think You Can Cook* event on March 6th.



The State Legislative Representatives Meet & Greet was held on February 22nd at the Lansdale Borough Office.



The Chamber co-hosted an evening of networking at Lansdale Chrysler Dodge Jeep Ram Fiat of Montgomeryville along with with the Chalfont New Britain Business Alliance and Montgomery Township Business Development Committee



Business Connectors *On The Road* was hosted by Lacher (left below) and I76 (right below).





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Build New Relationships through Education and Networking

- Effective, powerful format in 1 hour
- Share best practices & receive peer feedback through a mastermind format
- Presentation on business practices, marketing, sales & more
 - No additional membership fees

When

1st & 3rd Tuesday | 11:30 a.m. –1:00 p.m.

Where

Meadowood Senior Living | Schultz Community Center
3205 Skippack Pike, Worcester

Lunch

Lunch available for purchase. Cash only.

Register at chambergmc.org.

The Future is Today:

How Artificial Intelligence Is Disrupting Business

Friday May 10

7:30 AM - 10:00 AM

William Penn Inn

1017 Dekalb Pike, Ambler, PA 19002

\$31.50 - Centennial Members

\$35.00 - Members

\$50.00 - Guests



David Ateek
Microsoft AI



Gummi Sigurdarson
RedKnight



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Drexel University

AI is already here in our everyday lives.
Learn what it is, how it works and how the technology is
and will continue to transform business as we know.

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Register at www.chambergmc.org

info@chambergmc.org | 215-362-9200

Did you know?

Prospector Partners receive additional marketing value with ads and a company profile. Contact The Chamber to learn how your company can be featured in the next issue.

Thank you to our Prospect Partner!

**“...Always my first stop when
looking for an expert.”**

S.K.S., Corporate Senior Attorney, Dallas, TX



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Referrals are the best testimonial The Chamber can receive.

Do you know a client, strategic partner or business associate that
would be a great asset to our membership?

The Chamber of Commerce for Greater Montgomery County offers
unique and innovative programming for businesses of all sizes.

Help us spread the word



CONGRATULATIONS

MILESTONE CELEBRATIONS

We are excited to celebrate with [Dock Mennonite Academy - Grades 9-12](#) for their 20th anniversary with the Chamber! Receiving the Chamber's token of appreciation is Conrad Swartentruber, Superintendent, and Bob Rutt, Director of Advancement.



Please join us in congratulating [Michael O'Neill Photographer](#) in celebrating 10 years of his support of the Chamber! Mike is pictured with Pam Kelly receiving his token of appreciation.



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and Pre-Owned
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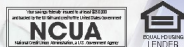
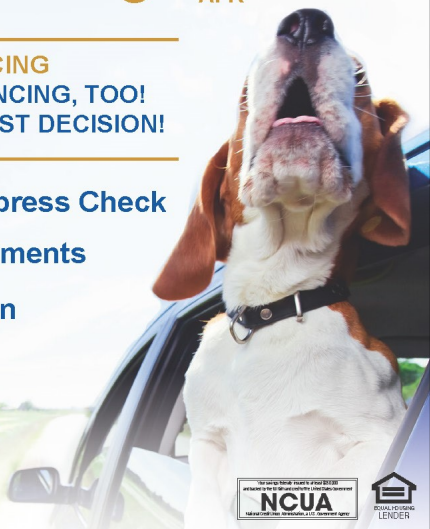
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3.74% APR*	Up to 72 months
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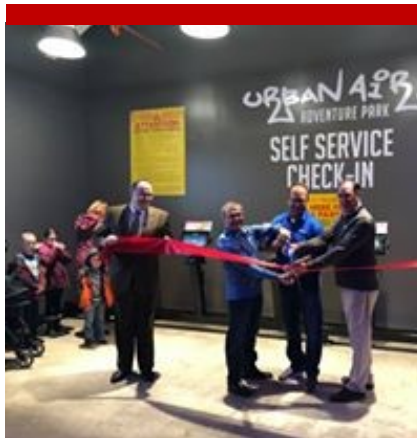
For membership
inquiries contact:

Michael Grover
215-996-3744
mgrover@msdfcu.org



*Estimated monthly car loan payment per \$1,000 borrowed at 3.24% APR is \$18.06 for 60 months.
Estimated monthly car loan payment per \$1,000 borrowed at 3.74% APR is \$15.53 for 72 months.
Estimated monthly car loan payment per \$1,000 borrowed at 3.99% APR is \$13.55 for 84 months.
Rates subject to change without notice. Subject to credit review. My Advantage discount does not apply.

RIBBON CUTTING CEREMONIES



We had the opportunity to join [Urban Air Adventure Park East Norriton](#) for the grand opening and ribbon cutting of their newest location. Urban Air is more than a trampoline park. It is the ultimate indoor adventure park and party place!

[Sebastian Riding Associates](#) built a new arena to expand their equine assisted therapy programs for children and adults living with disabilities and The Chamber was excited to join the celebration. A great deal of work went into making this dream a reality. Congratulations, to the staff, volunteers and donors!



[Tannery Run Brew Works](#) officially opened on March 15th in Ambler and The Chamber was on hand to celebrate with them at the ribbon cutting! We are happy to have them as new members.

MEMBER NEWS

[American Heritage Credit Union](#)'s President & CEO, Bruce K. Foulke, celebrated his 40th Anniversary at the company this month. Today, American Heritage has more than \$2.4 billion in assets and serves more than 185,000 members through 35 branches. Under Bruce's leadership, American Heritage has grown to be one of the top 100 credit unions in the United States by members, and has recently been recognized as the #1 credit union in Pennsylvania.



[Hamburg, Rubin, Mullin, Maxwell & Lupin, PC](#) is pleased to announce that Steven A. Hann, Esq., was the sole presenter at three webinars designed for the PMAA (Pennsylvania Municipal Authorities Association) throughout Pennsylvania. The webinars were: Privatization: Investor-owned Utility Acquisitions of Municipal or Authority-owned Water and Wastewater Systems, The Legal Landscape in 2019, Ask The Solicitor: An Insight to Some Frequently Asked Questions, and Ten Things Authority Board Members and Management Employees Should Know.



[Harth Builders](#) was named Regional Contractor of the Year by the National Association of the Remodeling Industry (NARI.) As a regional winner, Harth Builders will advance and compete at the national level in Spring House, PA. National winners will be announced in April at NARI's annual Evening of Excellence awards gala. "This award is an honor for our whole team," said Greg Harth, company President.

[Merck Sharp & Dohme Federal Credit Union](#) presented Raymond O. Hoffman Memorial Awards to five high school seniors at its Annual Meeting on March 26, 2019. For 48 years, the Hoffman Memorial Award recognizes high school seniors who are active in their community and represents the "People Helping People" philosophy of credit unions. This year, recipients were awarded \$5,000 each and were recognized at the Credit Union's annual meeting by Robert Muzslay, MSDFCU Vice Chairman, and David B. Whitehead, MDSFCU CEO. Combined, the students contributed 4,750 hours toward community service efforts.



[Montgomery County Community College](#) is proud to announce The American Culinary Federation Philadelphia Delaware Valley Chefs Association recently named Chef Benjamin Vozzo, instructor and culinary resource manager for The Culinary Arts Institute of Montgomery County Community College, as the 2019 Educator of the Year. The Educator of the Year award recognizes a culinary educator whose knowledge, skills and expertise have enhanced the image of the professional chef, and who by exam-



ple has given leadership, guidance and direction to students pursuing a career in the culinary field.

[North Montco Technical Career Center](#) will offer Fine Woodworking as a Continuing Education course, starting on Tuesday April 23. Students will build a beautiful end table from walnut under the direction of master craftsman, Nick Martier. The course will run Tuesday and Thursday evening from 6:00 p.m. to 9:00 p.m.

[Penn Foundation](#) is proud to have named Shannon Cogdell as Director of Penn Foundation's BCARES and Warm Handoff programs. Cogdell joined Penn Foundation in 2015. "We are pleased that Shannon will be overseeing our BCARES and Warm Handoff initiatives," said Julie Williams, Vice President of Clinical Services. "There is a critical need for specialized addiction medicine and intervention as we continue to fight the opioid epidemic." Also, Jennifer Villaire, MS, LPC, NCC has been named the new Director of Penn's Camp Mariposa program. In this role, she will coordinate all Camp weekends and activities, and manage the day-to-day operations of the program including staffing, volunteer recruitment, camp registrations and marketing. Penn Foundation also celebrated numerous employee anniversaries ranging from 5 to 45 years of service.

[Rubin, Glickman, Steinberg and Gifford, P.C.](#) Attorney Amy R. Stern presented a seminar entitled "So You Think You Want to Retire" along with Matt Fatz, Financial Advisor, and Susan Sloane, Medicare Specialist. The seminar addressed what is needed to prepare for retirement including estate, financial and Medicare planning.

[The Physical Therapy and Wellness Institute](#) has gone into business with Ivy Rehab Networks. They are a long standing, amazing company that will bring PTW and its clinicians and staff many opportunities to grow and expand. PTW is NOT closing. They will operate under The Physical Therapy and Wellness Institute, and their logo, branding and company name is not changing. They will still have 9 (hopefully 10, 11, and 12) locations by the end of 2019 or beginning of 2020.

[TITAN Mobile Shredding, LLC](#) has received the highest level of certification in the secure document destruction industry—NAID AAA Certification, for the 13th consecutive year. TITAN received its first annual Certification in July 2007, becoming the first mobile document destruction company to become NAID Certified in Eastern Pennsylvania.

Put Your News on Our Home Page!

Member News can be submitted online:

Chambergmc.org/login then click [News Releases](#) on left column



Formerly the Community Health & Youth Foundation, The Chamber's 501(c3) affiliate recently clarified its mission to support the school districts and other nonprofit organizations in providing programming and opportunities for the youth in the Greater Montgomery County region. One initiative includes Community Reading Day, which this year will be held on May 7th. Over 100 business and community individuals will share the gift of literacy by reading to 2500 second grade students. The 21st annual Reading Day book is about a local boy, Chase and the challenges he has to overcome. The book is written by his mother, through the eyes of his older brother.

The Foundation is also hosting a networking event to learn more about how you can get involved as well as to meet Chase and his family to kick-off Reading Day.

Registration for both Reading Day and the Networking Meet & Greet is now open at www.chambergmc.org

Join us for a special screening of

SCREEN AGERS

GROWING UP IN THE DIGITAL AGE

Monday, May 13, 2019
 Doors Open at 6:15 PM | 6:30 PM Film Showing
 Montgomery Township Community & Recreation Center | 1030 Horsham Rd., Montgomeryville, PA 18936
FREE to attend | Register at Eventbrite (<http://bit.ly/2G4wVpc>)

Presented by: Community Youth Foundation
Sponsored by: Abington Jefferson Health, PENN FOUNDATION, Montgomery Township Community & Recreation Center

For more information: www.CommunityYouthFoundation.org | info@chyfmontco.org | 215-362-9200

NIGHT AT THE
READING PHILLIES
FRIDAY, MAY 17, 2019



Support this great community event that brings work colleagues, friends, neighbors and sport teams together for a fun night at the ball park!

FREE COMMUNITY EVENT

Free general admission tickets will be available for pickup at the Chamber starting on April 29, 2019.



217 Church Rd., Suite C, North Wales, PA 19454 | chambergmc.org | Phone: (215) 362-9200 | Fax: (267) 613-8865

Annual
GOLF OUTING
09-19-19

LEDERACH GOLF CLUB
 12:30PM SHOTGUN START
 SCRAMBLE FORMAT

EARLY BIRD GOLF & ADVERTISING PACKAGE THROUGH JULY 1:

\$300 - GOLFER, TEE SIGN, 1/2 PAGE AD (\$375 VALUE)
 \$400 - GOLFER, TEE SIGN, FULL PAGE AD (\$500 VALUE)

REGISTRATION:

\$150 PER PERSON / \$600 FOR A TEAM OF FOUR

INCLUDES: GREEN FEES-GOLF CART-USE OF DRIVING RANGE-LUNCH & DINNER-ON COURSE BEER/REFRESHMENTS-FOURSOME PHOTO

ARRANGE FOR YOUR OWN TEAM, OR WE WILL ASSIGN YOU TO A TEAM

REGISTER EARLY—TEAMS ARE LIMITED

\$35.00 FOR DINNER ONLY

A PORTION OF THE PROCEEDS TO BENEFIT THE CHAMBER'S CHARITY



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- \$5000 PRESENTING SPONSOR**
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 - BOOTH AT SELECTED HOLE
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 - MARKETING PACKAGE
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 GOLF BALL SPONSOR
 GOLF BALL DISC/BALL SPOTTER
 FLAG HOLE PIN SPONSOR - **SOLD**
- RECEIVE ONE COMPLIMENTARY GOLF FEE
 - MARKETING PACKAGE
 - SPONSOR SPECIFIC BENEFITS
- \$1500 (SEVERAL OPTIONS)**
- LUNCH SPONSOR
 DINNER SPONSOR—**SOLD**
 REFRESHMENT SPONSOR—**SOLD**
 HOLE SPONSOR
 PUTTING GREEN SPONSOR
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 - MARKETING PACKAGE
 - SPONSOR SPECIFIC BENEFITS

RAFFLE BASKET/SILENT AUCTION DONATION

REGISTER ONLINE- WWW.CHAMBERGMC.ORG/GOLF OR BY PHONE 215-362-9200

FOR MORE INFORMATION ABOUT THE COMMUNITY YOUTH FOUNDATION VISIT THEIR WEBSITE
WWW.COMMUNITYYOUTHFOUNDATION.ORG



SPECIAL INTEREST GROUPS



Do you want to...

...**build relationships** with a diverse network of peers, improve your **networking skills**, **advance** your career with **professional** and **personal development**, and more?

Event Calendar

May 17

Learn how to manage stress

Ground Luminosity Eastern Wellness Center

June 14

Effective Business Writing

Vernessa Hopkins, H3 Business Services



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Join YPC for free access to events!

[Click here for more details](#)



Networking • Learning • Fun

The Alliance of Women in Business is not a traditional networking group in that it is designed to promote collaboration, brainstorming and sharing of business

Meeting Calendar

April 16

Stress and Mindset

Patty Ferry, Whole Body Yoga

May 21

Preserving Your History in Photos– Both Personal & Business Marci Wilkinson, Family Legacy Connections



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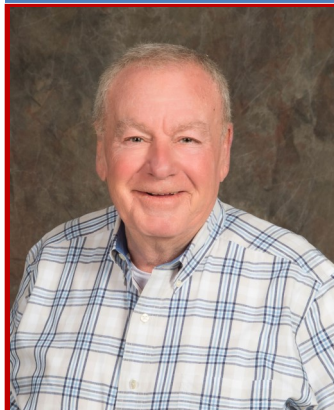
Register for events at

www.chambergmc.org

LinkedIn - Your First Choice to Reach a B2B Audience

As an owner or key marketing decision maker in your business you have to wear many hats everyday. One of the necessary tasks is to market your product or service to prospective customers. The Digital Media choices available today can be overwhelming. How much time and money should I spend curating content on Facebook, Instagram and LinkedIn?

Read Steve O'Driscoll's full article [here](#).



WELCOME NEW MEMBERS

Aflac*

Denis Hastings
aflac.com

Amble Deals

Andrew Korn
Braverman Assoc., LLC
Stanley Braverman
bravermanassociates.net

Edward Jones Investments

– **McKee Group**
Thomas McKee
edwardjones.com/thomas-mckee

Helona

Robert LaGrassa
Integrity Partners
John Hickey
integritypartnersinc.com

IT Landes

Frank Kostick
itlandes.com

Ken Frieson Photography & Video

Ken Frieson
kenfrieson.com

Law Office of David Kennedy Bifulco, P.C.

David Bifulco
paceditrights.com

MBD Coaching

MaryBeth DiNunzio
mbdcoaching.com

Merrill Lynch

Peter Bednarek
fa.ml.com/pennsylvania/doyelstown/peter-bednarek/

Mobile Nortary Signing Agent

Cecelia Nash

Moore, Snear & Rugeri Funeral Home

Donald Moore
msrfh.com

Pile Law Firm

E. Nego Pile
pilelaw.com

Profile by Sanford

Juliana Sebastian
profileplan.com

Roof Rejuvenating* Services

Yong Chi
roofmaxx.com

Silk Factory Lofts

Nancy Marengo
silkfactoryapts.com

Tannery Run Brew Works

Carly Chelder
tanneryrun.com

TargetX

Kelly Sharkey
targetx.com

The Frame Shop of Conshohocken

Carla Bates
theframeshops.com

Timoney Knox, LLP

Pamela Patchak
timoneyknox.com

Urban Air Adventure

Laura Moberly
urbanaireastnorriton.com

* *Centennial Members*



Looking for Referrals?

The search stops here!

Business Partnership Network is...

- A cost effective way of expanding your business
- A referral networking group with one business per profession
- Weekly meetings that include 10 minute presentations and testimonials
- Commitment without the pressure that the national groups impose
- Supported by a Chamber of Commerce well known for making business connections
- Open to guests

For more information, visit www.bpnmontco.com or call 215-362-9200.

Business Partnership Network
217 Church Road, Suite C
North Wales, PA 19454



Business Partnership Network

Meeting Locations

Tuesdays 7:00am - 8:30am

Lansdale

Wednesdays 11:30am - 1:00pm

Montgomeryville
Blue Bell

Thursdays 7:30am - 9:00am

Indian Valley

YOUR AD HERE!

Add The Chamber to your 2019 Marketing Plan

- Advertisements starting at \$50
- Website banner ads available
- Reach members via printed mail
- Advertise right here in the Prospector

Call The Chamber today! 215-362-9200

RENEWALS & ANNIVERSARIES

35 years

The **BERGEY GROUP**
Business Systems for Excellence

15 years



5 years



Edward Jones*



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Allstate Insurance-Dougherty-Schmitt Agency	Fraser Advanced Information Systems	On a Limb Productions
AnB Education	Gwynedd Mercy University	Police and Fire Federal Credit Union
Angel Flight East	Harleysville Bank, Harleysville Branch*	RE/MAX Reliance
BB&T Lansdale & North Wales*	I76 Solutions*	Real Health Quotes
Behavioral Pediatrics and ABA Therapy Associates	Lacher	Rex Heat Treat, Inc.-Lansdale
Christian Brothers Automotive-Montgomery Mall	Law Offices of Amy S. Newman, PC	Round Guys Brewing Company
Christo IT Services*	Leedy-Nagele Associates LLC	Sanford Alderfer Real Estate*
Citadel Federal Credit Union –Lansdale Branch	Living Branches*	SERVPRO of Warminster Lansdale Blue Bell
Cortazzo Custom Construction, LLC	LPS Associates, LLC	Strategic Job Search
Courtyard by Marriott-Montgomeryville	MassMutual Eastern Pennsylvania	Suburban Community Hospital*
Crowne Education	McCaffrey's Food Markets*	Talamore Country Club*
Dale Carnegie Training	Meadowood Senior Living	TRC Staffing Services*
Del-Val International Trucks	Meineke	Wells Fargo Advisors
Detweiler Construction Solutions, Inc.	Mission Kids Child Advocacy Center	Wesco Industrial Products, LLC
DJB Specialties, Inc. / GForce Promotions	Montgomery Mall	Wojcik Landscaping, Inc.
Dunleavy & Associates*	Montgomery United Soccer Club	World Wide Stereo
Echelmeier Insurance Agency	North Montco Technical Career Center	Your Hometown Helper
	North Penn Art, Inc.	Zoup! Fresh Soup Company
	North Penn Federal Credit Union	
	North Penn Valley Boys & Girls Club	

Centennial Members*

MEMBERS SAY IT BEST

- ◆ The Chamber provides many opportunities to meet and collaborate with other business professionals. The Alliance of Women in Business helped me learn more about empowering businesswomen and the Health & Wellness Fair was our most successful marketing opportunity. **Kristen Moser, Community Chiropractic Center**
- ◆ We joined the Chamber for the structure and supportive networking opportunities. We opted to renew based upon value added. We saw the immediate connections and collaborations we have started in our community. THAT is well worth the membership dues! **Mandy Delp, Home Helpers**
- ◆ The Chamber has helped widen my audience contacts. I have recommended several of my customers to the Chamber who have joined as well. The Chamber is an "easy sell" because the Chamber expects its members to be professional and honest in customer dealings; thereby giving it more credibility and who does not want to be part of a winning team? **Penny Brodie, Signprinters**

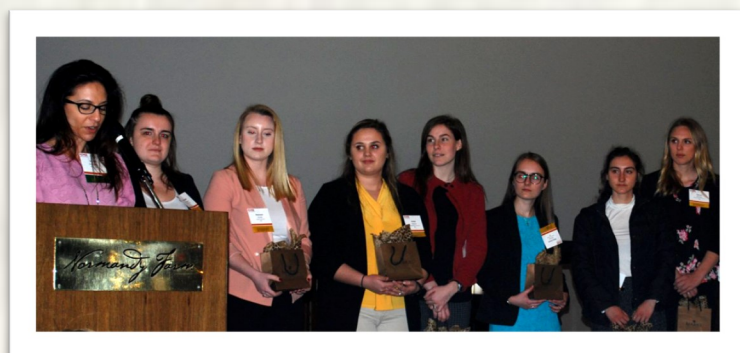
4th Annual Women's Conference



POWER

Your POTENTIAL

Montgomery County Women's Conference



The 4th Annual Power Your Potential Montgomery County Women's Conference in March 2019 was attended by more than 260 professionals to network and to hear presentations from the top women in over a dozen industries.

