

November 14th

[Women in Manufacturing Breakfast](#)

Secrets to Superior Customer Service

Speaker: Tamara Wamsley

Your customer service team is the face of your company and how your team handles your customers and the issues that inevitably come up, has a direct impact on your business. In this workshop, we will discuss the five steps that you can take to ensure that your clients are treated well, have a positive opinion of your company, and continue doing business with you.

[Register Now](#)

November 16th

The Dayton Business Journal's

[Business of the Year Awards](#)

The 2017 nominees for the Manufacturing Business of the Year are:

- **Emerson**
- **Midmark Corporation**
- **Prime Controls Inc.**
- **Superior Aluminum Products**

November 25th

Small Business Saturday

Support your local manufacturers and make sure that your company is on the [local shoppers lists!](#)

November 29th

Updates and Opportunities - UAVs, ITAR compliance, NASA updates, research funding opportunities, and more!

[Aerospace Seminar 2017 Flyer](#)

Funding is Available for Additive Manufacturing

But, time is running out! Hurry to apply for the FASTLANE [3D Printing – Additive Manufacturing Program](#). Have questions about how this rapidly growing innovative technology could help your manufacturing business? Ask our team how other manufacturers are using additive in their business or click here to [learn more](#).

Funding is Available for Cyber Security

Many small companies are getting hacked, customer records are accessed, trade secrets are stolen...the State of Ohio wants to help you to protect your business. It has gotten to the point that the Department of Defense will no longer do business with companies who are not taking the measures to ensure they are compliant with NIST 800-171. Don't make the mistake of thinking that your firewall is enough. Ask our team how you can protect your business or click [Cyber Security Compliance Program](#) to learn more.

Funding is Available for AS9100 Related Services

This funding opportunity includes expenses for training, gap analysis, consulting, audits, certifications, etc. Ask our team how you can get funding to help with your AS9100 certification.

Tamara Wamsley
FASTLANE Marketing & Business Strategist
University of Dayton Research Institute
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P: 937.229.1381



<http://fastlane-mep.org>
<http://www.udri.udayton.edu>



NEWS & UPDATES!

October 30, 2017

Events:

- [Sustainability Luncheon Early Registration. RSVP Now!](#)
- [Free ENERGY STAR PORTFOLIO Manager Training Session](#)

Bring Your Green 2.0 Updates:

- [Bring Your Green 1st Quarter Awards- It's All About Energy](#)
- [Employee Challenge 1, Week 3, is now open](#)
- [EPA Assistance for School Sustainability Challenges](#)

Sustainability Luncheon Early Registration- RSVP Now!

Join us for an exciting event and network with +100 as we overview the intersection of energy, climate change and public health and celebrate BYG 1st quarter winners! Event free for 1 attendee per company for Bring Your Green participants.

[Read more](#)

Free ENERGY STAR Portfolio Manager Training Session

Representatives from U.S. EPA Region 5 will provide an overview on how to navigate Portfolio Manager, add a property, enter energy data, generate performance reports to assess progress, and share data and reports with others. They will also discuss the ENERGY STAR certification and how to apply if your building is eligible.

This event is free and open to the public.

[Read more](#)

Bring Your Green 1st Quarter Awards - It's All About Energy!

Bring Your Green (BYG) participants,

During this year long contest we will hold 3 Milestone Award luncheons. The theme for our first luncheon on November 15 is ENERGY!

As such, we will look at most energy points in evaluating the winners. So here is how you can maximize your energy points:

- Complete as many actions as you can from the ENERGY tab.
- Enter your gas and electric data in the DATA ENTRY tab if applicable (5 points for each data entry) .
- Generate and forward "In the Air" employee challenges (go to ENGAGEMENT, Bring Your Green Actions, EMPLOYEE Challenges).



- Schools, complete as many Clean Air challenges as you can.

This will allow us to keep you engaged for the whole year, as well as make it easier for you to score points as we drive your attention to specific actions to take throughout the year.

[RSVP for the luncheon today!](#)

Bring Your Green 2.0 participants:
Employee Challenge 1, week 3 is now open

[Read more](#)

BYG Participating Schools:
EPA Assistance for your Sustainability Challenges

Schools, are you considering which challenges to take? Remain after the luncheon for an overview by the EPA Region 5 offices on 4 challenges they can support with equipment, training and staff. That's 800 points!

[See more here](#)

STAY CONNECTED:



Dayton Regional Green, 451 West Third St., attn:DRG3, Dayton, OH 45422

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Small Business Community News - November 2017

Chapter Chair Corner - Chuck Anderson



Dayton Score is sponsoring a special program for women in business. The next version of "Insights" is scheduled for November 3rd.

This innovative program brings expert speakers and a great opportunity to network with your fellow business people. It's a great time to make new contacts and see what's happening in the Dayton area and it is free.

If you are wondering if this is the time to make your business idea work, check out Dayton Score for free help. We can provide you with free mentoring to help you develop a great business plan.

[Request a Mentor »](#)

**Insight for Women in Business
Friday, November 3rd**



One popular path to owning your own business is to buy a successful existing business, as a sole owner or as a partner.

Judy Brinegar, President and CEO of B63 Line, knows all about this process and she'll share her lessons learned and advice with female entrepreneurs and small business owners.

To hear her story come to Insights for Women in Business breakfast on **Friday, November 3rd at the Miamisburg branch library, 545 E Linden Ave, Miamisburg, OH 45342.**

[Learn more and Register Now »](#)

November Non-Profit Workshops



Dayton SCORE provides free mentoring to non-profit organizations and charities by volunteers experienced in working as board members and executives in non-profit organizations.

Financial Management for Non-Profit - November 2nd

The financial workshop demonstrates the importance of focusing on the basic disciplines of financial management, accounting/bookkeeping, and organizational management.

Board Development for Non-Profit - November 16th

This workshop details the characteristics of high performance boards, and discusses appropriate board structure, membership and processes.

[Learn More and Register Now »](#)

Dayton Metro Library - Business Resources



Dayton Metro Library's new Main Library in downtown Dayton is now open for business, and it has **A LOT to offer the business community!**

For those looking for a place to hold small meetings, interviews or just a quiet, private space to work a while or take a conference or SKYPE call, the library has a lot to offer. For example, there are:

Four Group Study Rooms with capacity 6-8 people •

Five Quads with capacity 4 people •

Three Conference Rooms with capacity 10-18 people •

All include plug and play monitors (that connect to your laptop with the provided-HDMI cable) and whiteboards. The smaller rooms are the perfect size to serve as an office space away from home for those who normally work at home. They are also the ideal size for counseling sessions with a Dayton SCORE mentor or client.

Feel free to bring in refreshments to share as part of your meeting. Catering service will soon be available when Table 33 opens their onsite café in a few months. Convenient underground parking is also available. Access the garage from St Clair St.

Rooms can be reserved ahead of time by calling 937-463-2665 or stopping by the Ask Me Desk at any library location. Call Business Services Librarian Ann Riegler-Crichton at 937-496-8631 with questions.

[Dayton Metro Library Link »](#)

Our latest infographic:

Video Marketing for Small Businesses



96%

Videos in emails
increase click-through
rates by 96 Percent



50x

Videos also boost SEO. Videos
are 50 times more likely to get
organic page ranks in Google
than plain text results.



87%

of marketers had a
positive ROI with
digital video.

Four times as many consumers would rather watch a video about a product than read about it, according to a survey by Animate. In another survey, 71% of consumers made a purchase after watching an online video about local products and services. Check out our latest infographic for more insights about how video marketing drives small business sales.

[Download the Infographic Now](#)

Upcoming Webinars

Scaling a Mission-Driven Brand

November 2 @ 1 p.m. EDT / 10 a.m. PDT



How can you build a brand that is meaningful to consumers?

In this webinar, Seth Goldman, founder of Honest Tea, will teach you how to develop a competitive brand that is different and unique from what's already in the market.

[Register Now »](#)

Small Business Virtual Conference

November 9 @ 12 - 5 p.m. EDT / 9 a.m. - 2 p.m. PDT

SMALL BUSINESS
Virtual
Conference
SUCCESS

November 9
12 - 5 PM E.T. / 9 - 2 PM P.T.

SCORE
FOR THE LIFE OF YOUR BUSINESS

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Don't forget to register for our Small Business Success Virtual Conference on November 9. It will offer webinars, one-on-one mentoring sessions, exhibitor booths, networking chat rooms and a resource center for aspiring and current business owners. [Register for the Small Business Success Virtual Conference today!](#)

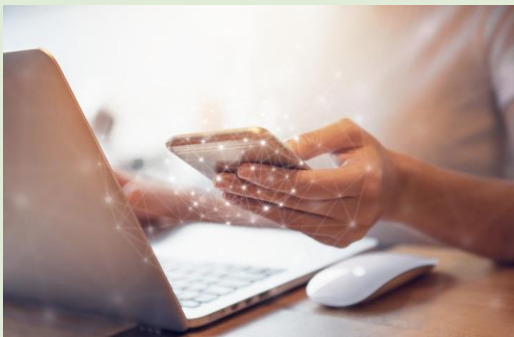
Webinar topics will include:

- **Buying Attention in a Distracted World - Online Advertising:** Learn best online marketing practices to make your business stand out.
- **Hit the Refresh Button on Your Social Media Presence:** This session, sponsored by Thryv, will help you determine where to spend your time and energy on social media.
- **7 Crucial Moves to Master Everyday Employee Management:** ComplyRight hosts this webinar on how to manage HR tasks without an HR specialist on staff.
- **Succeeding in a Micro-Moments World:** This Google-sponsored webinar provides tips on connecting with customers as soon as they find you online.
- **3 Steps to Building a Profitable Digital Brand:** In this presentation, learn a process to build an online following, get more customers and close more deals.
- **Small Business Start-Up Steps: Selecting a Business Entity, Income and Payroll Tax Decisions:** Block Advisors explains how selecting a business structure impacts many areas of a business' finances.
- **The Power of the Campaign:** Learn how a well-crafted marketing campaign can keep customers excited and engaged.
- **Hot Businesses, Markets & Trends for 2018:** This webinar highlights popular businesses and the latest research on consumer buying behaviors.
- **The Secret to Getting Better Customers:** Learn how to choose, attract and cultivate better customers to help fuel the growth you desire.

[Register Now](#)

Apps Unleashed: Grow Your Business Using Just Your Phone

November 16 @ 1 p.m. EDT / 10 a.m. PDT



Ready to make your mobile device a marketing cornerstone?

There are hundreds of free (or very inexpensive) apps at your disposal that can drive sales, improve communication with your customers, and market your business. Learn how to use them! This session, sponsored by Canon, is

designed for everyone. "beginners" to "power-users".

[Register Now »](#)

4 Ways to Market Your Business Locally

November 21 @ 1 p.m. EDT / 10 a.m. PDT



Need tips on how to make your small business stand out in your neighborhood?

In this webinar, sponsored by Deluxe, you'll learn how small businesses like yours have reignited the spark that drives their success.

[Register Now »](#)

Key Steps to Develop and Evaluate Your Business Idea

November 28 @ 1 p.m. EDT / 10 a.m. PDT



Do you want to start a business, but aren't sure if your idea is feasible?

During this webinar, you will learn the essential steps of developing and evaluating your business idea.

[Register Now »](#)

5 Marketing Moves You Can Make Now To Increase Your 2018 Revenues

November 30 @ 1 p.m. EDT / 10 a.m. PDT



What can you do now to get ready for 2018?

In this webinar, nationally-recognized CRM expert Gene Marks will share the marketing moves these successful people are doing right now to profit next year.

[Register Now »](#)

Dayton SCORE helps you succeed! Check out one of our success stories.



Juli Burnell founded Ellie's Rainy Day Fund in 2014 to support and preserve the human-companion animal bond through funding assistance for veterinary services, education and advocacy in the Miami Valley. She did this because she adopted a puppy, named Ellie, the organizations namesake!

Ellie's Rainy Day Fund helps families to be able to keep their medically challenged pets in the face of financial hardship. We do this by partnering with

veterinary practitioners to offset the cost of offering low or no cost services to clients.

Juli has this to say about how Dayton SCORE helped her: "As I started ERDF, I had the passion but not the expertise to fulfill it. I was fortunate enough to have been referred to SCORE for workshops and began to work with Art Helmstetter as my mentor. **SCORE and Art have taken me from passionate to functional!** I have attended four of SCORE's workshops for small non-profits and in every case I have come away with a wealth of knowledge and a specific plan for practical next steps".

[Ellie's Rainy Day Fund Testimonial »](#)

What will you start, with help from a Dayton SCORE mentor?

[Connect with a mentor today](#)

[View More SCORE Workshops.](#)
[Tell Your Friends About SCORE.](#)

[Subscribe to Dayton SCORE Newsletters](#)



Dayton SCORE, Chapter 107
www.dayton.score.org
Phone: 937.225.2887



SCORE is a nonprofit association dedicated to helping small businesses get off the ground, grow and achieve their goals through education and mentorship. We have been doing this for more than 50 years.

Because our work is supported by the U.S. Small Business Administration (SBA), and thanks to our network of 10,000+ volunteers, we are able to deliver our services at no charge or at a very low cost.

Find out more about our Mission, Vision and Values [here](#).



October 2017 Newsletter

**Happy Halloween from
Hobart Institute of Welding Technology**



So, you want to become a CWI®? Now what?



Hobart Institute of Welding Technology offers a two week Preparation for AWS® CWI®/CWE® Examination course. This course is designed to prepare students to take the exam. You will be using the same tools

during the course that are used in the test kits for the hands-on portion of the exam. This two week class offers 9 days of instruction with the test being administered on the 10th day. Contact us [here](#) for more information and to register.

**Does your staff need training but you don't have the resources to send them to HIWT?
We can help.**



HIWT offers specialized training and welder certification at your facility. We can send one of our highly trained technical instructors to your facility for as long as it takes to meet your requirements. All major arc welding processes are covered as well as specialty training in tool and die, structural and piping and aerospace. Contact Chip Prinz at 937-332-9502 or email at Chip.Prinz@welding.org

Bookstore News

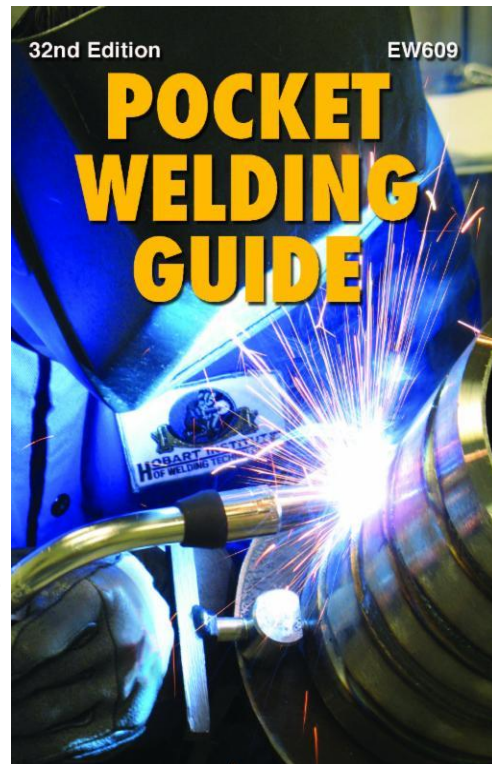


HIWT introduces one of our newest products.

The BSX Extreme Welders Gearpack Designed inside and out specifically for welders. The BSX® Gearpack includes ample storage room and accessory/tool pockets. This is sure to be a hit for the welder in your family. Don't delay. Christmas is coming. Click [here](#) to order yours now.

HIWT is proud to present the 32nd Edition of the Pocket Welding Guide. This completely revised edition is now in full color and fits in your toolbox. Widely used by students and hobbyists as well as veteran welders, draftsmen, instructors, supervisors, foremen, technicians, and engineers.

This newly revised edition features: overviews of all welding processes, examples of good and bad weld beads, causes and cures of common welding problems, welding symbols, guidelines for the identification of metals and calculating filler metal consumption, oven storage and reconditioning of filler metals, shielding gases and their uses, AWS® filler metal classifications and comparative indices, welding parameters, and a newly revised section of filler metals, including the latest metal cored wires, with operating ranges, filler metal selector guide for welding ASTM steels, troubleshooting guides for semiautomatic wire and equipment, welding terms and definitions, metric conversion tables, and more. 164 pages. 4" x 7" format. Click [here](#) to order yours today.



Orders may be placed online, by Fax (937) 332-9551 or by phone at (800) 332-9448 ext. 9508 or (937) 332-9509.

**Do you need to hire welders?
We are here to help.**



HIWT graduates students every month. These students come to us from all over the United States and most are open to relocation for the right opportunity. We have a job board set up just to post your jobs. Contact us [here](#) to get started.

Hobart Institute of Welding Technology, dedicated to welding training and education excellence, is a nonprofit educational facility.

Hobart Institute of Welding Technology

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State Board of Career Colleges and Schools Registration No. 70-12-0064HT
Accrediting Commission of Career Schools and Colleges No. 000403

See what's happening on our social sites.

