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Refresh Your Chamber (& You)

New Ideas for Traditional Programs

Register Today!

Are you tired of the same old, same old?
More importantly, are **your members** tired of it, too?

If you answered "yes" to either of the above questions,
then you will definitely want to say "yes" to this invitation!

FACP Staff Conference

May 23-24 • Hilton Melbourne Beach Oceanfront

3003 N. Hwy. 1A, Melbourne, FL

The Value of Core Values: Five Keys to Success through Values Centered Leadership

Lisa Huetteman, Author

- Interactive review of the book and training around the 5 Keys

Ways to Incorporate DiSC Into Community Leadership Programs

Melissa Valenti, Root Theory

- Overview of DiSC and creative means for incorporating in your local program

Applying Value Center Leadership to Local Leadership Programs

- Application discussion
- What is Working Well? (best practices)
- What Seems to Have Timed-Out? (best practices)

Is Your Networking Working?

A Discussion on Refreshing Your Networking Events and What YOUR Chamber Members Are Saying About Them...

- Receive actual feedback from your and other Chambers' members via a survey designed for conference participants

Refresh Your Referral Systems

- Don't Be Silly...Be Savvy
- Best Practices Discussion

Chamber Best Practices – What helped the Murray-Calloway County Chamber win the prestigious ACCE Chamber of the Year Award?

Lance Allison, Chamber Professional

Taking Your Ideas Back and Being A Change Agent

Rob Wicker, Red Oak Training & Development LLC

Click here to register!

\$225 per person

For resort reservations, **Click here!**

\$119 per night oceanview rooms

Questions? Call **800-226-3269** or email info@facponline.com

A Message from the Chairwoman



Robin Sollie

Hello FACP Members, Partners & Sponsors:

Happy Spring! First, thank you for your commitment to your state organization. I personally look forward to serving you as your Chairwoman.

Your FACP Board and committees are working very hard to provide:

- Impactful Professional Development Opportunities
- A more focused commitment to our members to preserve the Chamber of Commerce brand
- Creation and Execution of a new Strategic Plan

... Over the next several months.

An important component to all Membership Organizations is making sure the membership has a voice. I welcome each and every member of FACP to share their ideas, needs and desires as we move forward. Provide feedback especially when it comes to our goals with providing you with professional development opportunities.

As your Chair, I have an open door, open cell phone, open email policy and that means please let me know if you need anything at all: CELL: 727.385.7686; email: robin@tampabaybeaches.com.

I look forward to seeing many of you at our upcoming Staff Conference in May and make sure you save the date for our Annual Meeting/Conference in September.

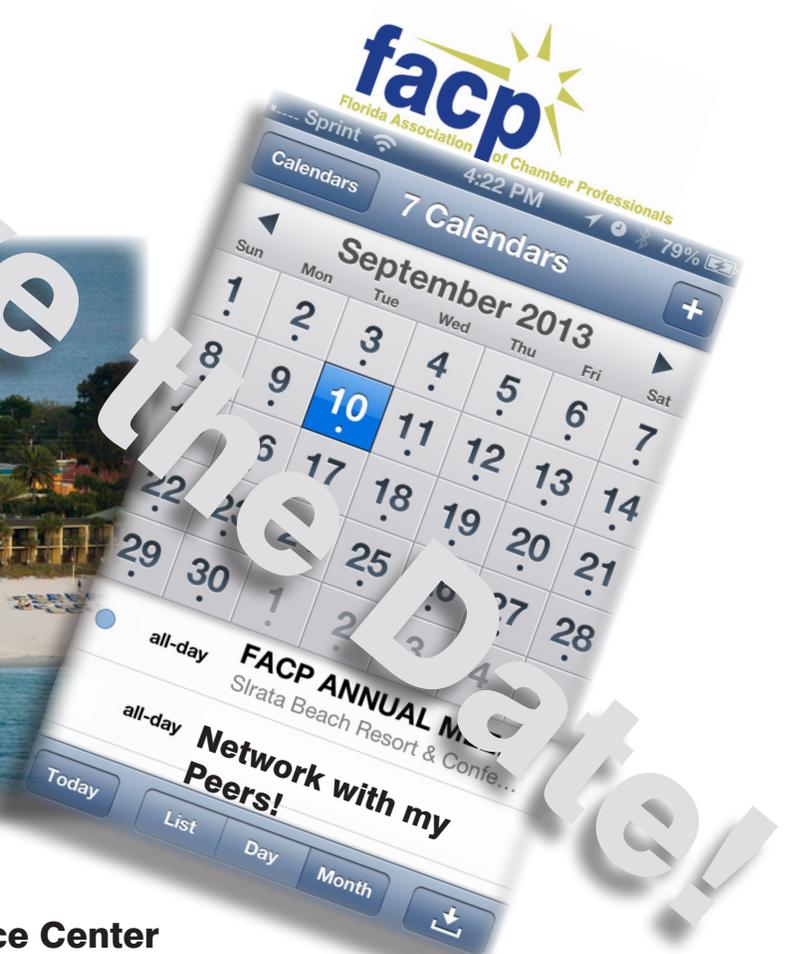
Regards,

Robin A. Sollie
Chairwoman



FALL CONFERENCE
September 10-12

The Sirata Beach Resort & Conference Center
St. Pete Beach



More **facp** News You Can Use...

Do we have your current information?

To ensure that the FACP database remains as up-to-date as possible, all FACP members were mailed a data verification form. If you have not yet returned your form, please do so at your earliest convenience.

Don't recall getting a form? Contact Amber at info@facponline.com.



Summer Institute scholarship awarded.... (and three still remain!)



Congratulations and best wishes to Skip Alford, of the Panama City Beach Chamber of Commerce, for seizing the opportunity to utilize one of the \$500 partial tuition scholarships for first-time attendees to the U.S. Chamber's Institute for Organization Management.

FACP is proud to partner with Institute for Organization Management, the U.S. Chamber's professional development program for non-profit executives.

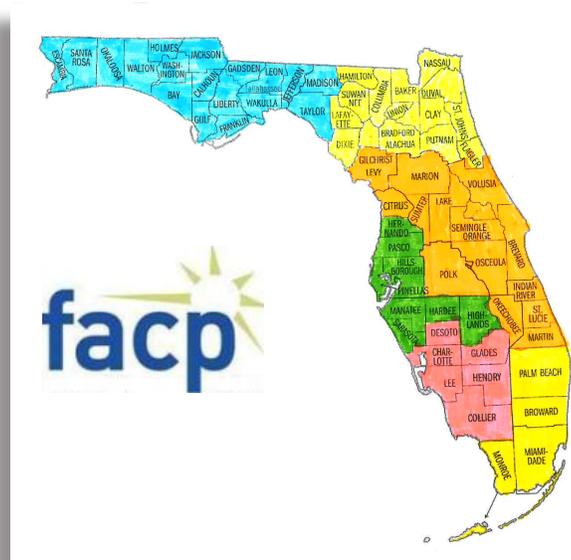
If you would like to take advantage of one of the remaining scholarships, please contact FACP as soon as possible. Special Thanks to Beth Johnston, Greater Boca Raton Chamber, for her assistance.

Regional Meetings... a way to stay connected

Please watch for correspondence from your Regional Chair regarding upcoming meetings in your Region.

Not sure which Region you are in? Check out the map or contact FACP for more information.

Stina D'Uva - **Central Florida**
Carol Roberts - **Northwest Florida**
Julie Mathis - **Southwest Florida**
Troy McLellan - **Southeast Florida**
Tom Morrissette - **West Central Florida**
Greg Voss - **Northeast Florida**



Certification application deadlines approaching



Deadline for Chambers to apply for Certification is June 15.

[Click here for information or to apply!](#)



Deadline for individuals to apply for the Florida Certified Chamber Professional designation is July 1.

[Click here for information or to apply!](#)

Join your fellow Chambers and Chamber Professionals that have successfully earned these prestigious designations. Presentations will be made at the Annual Conference in September.

Communications, Chamber of the Year and Professional of the Year Awards

In addition to the Certified Chamber and FCCP presentations, the various Communications Awards as well as the Chamber of the Year and Professional of the Year Awards, will be given at the Annual Conference.

[Click here for applications!](#)

Awards Judging Opportunity

Interested in serving as a judge for the annual awards? If you would like to volunteer to serve as a judge for either the Communication Awards, Professional of the Year, or Chamber of the Year, please let us know. Judges' chambers are eligible to apply for awards outside of the category in which they are judging.



Welcome and kudos



FACP would like to officially welcome Greg Blosé II, Grassroots Development and Engagement Manager for the Florida Chamber of Commerce.

Greg has noted that, during his first two months with the Florida Chamber, he has enjoyed working with many of our Chamber professionals. Kudos to Rich Roy with the Lakeland Area Chamber for being one of the Chamber professionals that Greg noted as being very active and supportive of the Florida Chamber's initiatives.

If you have not already done so, please reach out and introduce yourself to Greg. He is eager to work with all of our FACP members and would love to hear from you. Greg can be reached at via email at gblose@flchamber.com or by calling (850) 521-1243.

It's for you.....



Conference Call Details:
(866) 516-3949
Code: 2468517#

Join your fellow members on the next membership call:

***“Stop Selling to Grow
Your Membership”***

**May 9 at 2:00 p.m. EST
Greta Schulz**



Greta Schulz is the president and CEO of Schulz Business SELLutions based in West Palm Beach. She has been involved in sales, sales management, marketing, and training for almost thirty years. She is a National columnist of “Sellutions” in over 30 Business Journals across the country and a contributing author of New York Times bestseller Masters of Sales. Greta has her own book she’s written called, “To Sell is NOT to Sell.”

Schulz Business Sellutions currently works with a broad spectra of clients, ranging everywhere from individual entrepreneurs, small family owned and operated businesses, to organizations and chambers of commerce around the country.

Sponsor Spotlight...Citslinc International, Inc.



Citslinc International, Inc. was set up in Monterey Park, California in June 1995 and Citslinc New York, Inc. was set up in Flushing, New York in September 2001. Mr. Leo Liu is the President of both companies. Leo is also the Vice President of the Inland Empire International Business Association based in California, Co-Chairman of Inland Empire World Trade Conference, Board Director of Ontario Chamber of Commerce and members of chambers of commerce in 45 cities.

For more information about Citslinc International, Inc. or to find out how your chamber can host a trip to China, please contact Leo Liu and his staff at (626) 571-0616 or at citslinc@aol.com.

Welcome to  **facp**

Clearwater Beach Chamber of Commerce
Darlene Kole
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(727) 447-7600
darlene@beachchamber.com

Have questions?
Contact your FACP Management Team
Call (800) 226-3269 or email info@facponline.com