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Weekly Newsletter



June 6th, 2012

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Where's My Sales Hat? Selling for Non-Traditional Sales People

Thursday, June 28th

7:30 a.m. Registration

8-9:30 a.m. Program

Stoney Creek Inn-101 18 Street, Moline

Learn how to:

- Establish immediate credibility and rapport
- Generate further business through relationships
- Manage time for new business development activities

Member Events

This Week

The Family Credit Union is inviting families to [Family Free Funday Mondays](#) starting each Monday from Memorial Day to August 13. Admission is FREE on those Mondays at four QC family venues – Riverside Aquatics Center, Quad City Botanical Center, The Family Museum, and Putnam Museum.

The City of East Moline invites you to [East Moline Music in the Park](#) beginning on Wednesday, June 6th at 7 p.m. at Wiman Park featuring Orquesta Alto Maiz. This event is FREE.

City of Moline-Moline Centre invite you to the [2012 Summer Concert Series at Bass Street Landing](#) beginning on Thursday, June 7th at 7 p.m. featuring Nervous Rex. This event is FREE. Please bring your own lawn chair and Bend River will sell refreshments during the concert.

MRA invites you to [Safety Briefing](#) on Friday,

- Increase motivation to develop business
- Quickly uncover opportunities & commitment for a next step

Cost includes continental breakfast: \$20 members, \$30 non members, \$10 Students

RSVP

By June 22nd

Location Sponsor:



Questions? [Contact us!](#)

News You Can Use

[When Labels Don't Fit: Hispanics and Their Views of Identity- Pew Hispanic Research Report](#)

- Nearly four decades after the United States government mandated the use of the terms "Hispanic" or "Latino" to categorize Americans who trace their roots to Spanish-speaking countries, a new nationwide survey of Hispanic adults finds that these terms still haven't been fully embraced by Hispanics themselves.
- A majority (51%) say they most often identify themselves by their family's country of origin; just 24% say they prefer a pan-ethnic label.

[Warming Up to the Cold Call: Generating Interest Through Asking Questions](#)-Business Accelerator powered by American Family Insurance

- You're about to make a cold call, and you have it all covered. You know your product inside and out. You've got all the technical stats memorized. You know why your company is a leader in its field. You are loaded with confidence and enthusiasm.
- You are certain you are going to win, and you are dead wrong.
- You missed one essential piece of the puzzle: the customer. You might have begun the pitch thinking about covering a generic list of features and benefits. You forgot to ask one question: "What does the prospect want or need?"

GQCHCC Benefactor

June 8th from 7:30-11:45 a.m. at 3000 Avenue of the Cities, Suite 100, Moline. Create and reinforce strong safety program for your organization with current trends and best practices.

Ballet Quad Cities invites you to [Ballet Under the Stars](#) on June 8, 9, and 10th beginning at 8 p.m. at Lincoln Park Classic Theater, Rock Island. This event is FREE. Come enjoy excerpts from our fabulous 2011-2012 season in these family friendly performances.

Next Week

Moline Public Library invites you to [Twinkie Iron Chef](#) on Monday, June 11th from 6:30-8 p.m. at 3210 41 Street. This event is FREE but advanced registration is required. Teens will create a masterpiece from twinkies and other ingredients.

The Network and United Way's Young Leaders invite you to [Community Leaders Roundtable](#) on Wednesday, June 13th from 11:45 a.m.-12:45 p.m. Join us at St. Ambrose University's Rogalski Center for an hour jam-packed with networking and learning from some of our Quad Cities community leaders.

THE National Bank invites you to [a Night at the Ballpark](#) on Wednesday, June 13th at 7 p.m. at Modern Woodmen Park. Tickets are FREE just send an [email](#) with your name, amount of tickets, phone number, and what THE National Bank office you would like to pick up your tickets. Reservations must be made by Monday, June 11th.

The Family Credit Union is sponsoring [Free Summer Concerts](#) the 2nd Thursday of the month from June-August at Davenport's VanderVeer Park. The next concert is Friday, June 14th from 6:30-8 p.m. featuring Fast Clydes and Rockabilly.

This Month

IL Hispanic Chamber of Commerce invites you to [Mulligans and Mariachis Golf Outing](#) on Thursday, June 21st from 8 a.m.-6 p.m. at Harborside International Golf Course, 11001 S. Dotty Ave, Chicago.

QC United invites you to [12th Annual Swing Into Education Best Ball Golf Tournament](#) on Saturday, June 23rd at Palmer Hills Golf Course. Register your 4 person team by June 14th. There will be prizes for 1-3 place, individual prizes and tons of contests and raffles.

Public Service Announcements

[Small Business Roundtable](#) with Congressman Bobby Schilling and special guest Congressman Sam Graves, Chairman of the House Small Business Committee will be Tuesday, June 12th from 8-9 a.m. at Hy-



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The Family Credit Union
Trinity Regional Health System
Tyson Foods Inc.
United Health Care
Wal-Mart
West Gateway Partners L.L.C
Western Illinois University Quad Cities
Worldwide Transportation Logistics, Inc.

Vee Club Room, 2930 18 Avenue, Rock Island. The Congressman and Chairman will discuss matters of importance to the 17th district in this open forum.

U.S. Citizenship and Immigration Services Office of Public Engagement invites you to attend a free national Spanish-language event on Wednesday June 13th. Our representatives will share agency updates, discuss immigration-related topics, and will be available to answer your questions. Read en [Espanol](#) o [English](#).

Illinois Dept of Transportation invites you to [Patching: Asphalt & Concrete Workshop](#) on Thursday, June 14th from 10 a.m.-1 p.m. at Eiger Lab, 605 Fulton Ave, Rockford.

[Showcase Your 501\(c\)6 Non-Profit Business](#) at SouthPark Mall on Saturday, June 23rd from 10 a.m.-4 p.m. in the food court/common area of the mall. Register before June 14th as the event is FREE to the first 50 registrants.

Iowa State University Extension invites [Increase Government Sales with SBA Preference Programs](#) on Tuesday, June 19th from 1-4 p.m. at Scott County Extension Office, 875 Tanglefoot Lane, Bettendorf. This event is FREE but preregistration is required as space is limited. Any woman- or minority-owned business currently doing business or contemplating doing business with the federal government should attend.

NHLI is seeking Nominations for [2012 Mujer Awards](#) by June 30th. The Mujer Awards give well deserved recognition to Hispanic women who have made significant contributions to the empowerment and well being of the Hispanic community.

Save the Date-Illinois Hispanic Chamber of Commerce [2012 Hispanic Business Expo](#) will be Thursday, August 2nd at Navy Pier, Chicago. Register today!

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