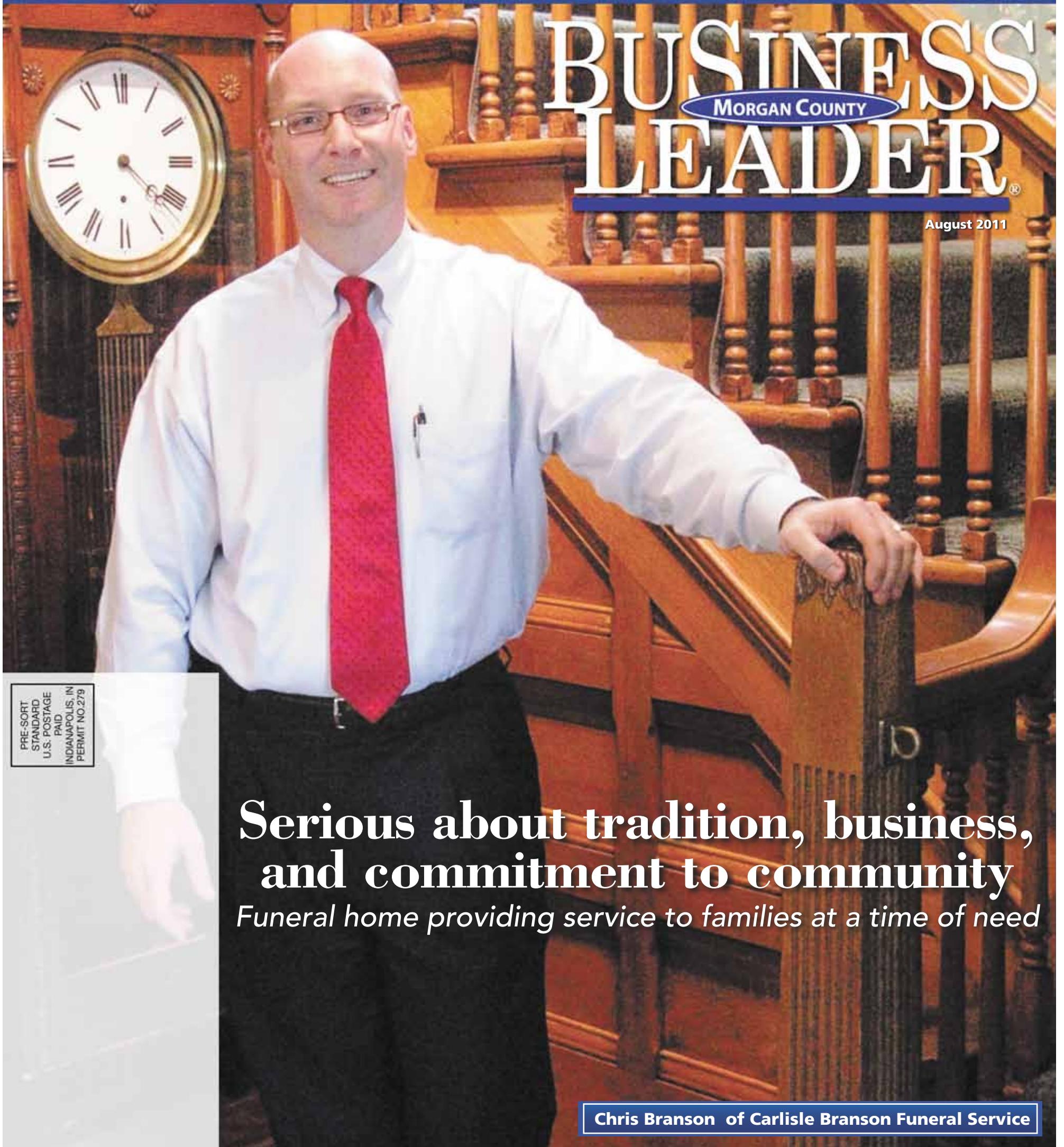


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# BUSINESS LEADER

MORGAN COUNTY

August 2011



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# Look no further than your own backyard

"If I ever go looking for my heart's desire again, I won't look any further than my own back yard. Because if it isn't there, I never really lost it to begin with!" —Dorothy Gale

This now-classic quote from the Wizard of Oz comes toward the end of the movie, spoken by little Dorothy who gains this insight after she'd been whisked away from her little farm in Kansas onto the yellow brick road and on to all sorts of adventures. And yet, when all was said and done, all Dorothy really wanted to do was go back home. This month's Business Leader is filled with people who have come to the same conclusion.

Terry Buster never really left Martinsville, and established his auto repair business to give back to his hometown. Terry started learning about cars at age 8, and except for the time spent after high school in Kansas City, MO., at the Midwest Technical Institute, Terry never left Martinsville. First, as an employee of the local car dealerships, before striking out on his own. Now a respected local business owner for over 25 years and member of the Martinsville City Council, Terry encouraged and organized the first-ever Martinsville Grand Prix this past May. The Grand Prix proved a huge success by any standard, particularly in terms of drawing large crowds to the city square to the benefit of Martinsville businesses.

One such business to directly benefit from the Grand Prix was Steve Baxter, the owner of Pizza King of Martinsville. Steve praised the event organizers for its success in creating excitement, drawing crowds, and sticking to their ambitious schedule. The steady excitement of race after race made for a hungry and thirsty crowd, one Baxter was pleased to take care of that weekend.

Baxter, also a Martinsville native, almost didn't return to his hometown. After graduating Martinsville High School, Baxter's career path took him to downtown Indy and Mooresville for the next twenty years. It was only after years of growing dissatisfaction that Steve reassessed the direction of his career, recognized a need in his



Jim Hess

home community, and decided to return to his hometown to address that need. Read all about how this shift toward community awareness rewarded these two business leaders.

Commitment to one's hometown is a respected trait in any business leader. Sometimes, that commitment takes a slightly different form, such as commitment to carry on a family business or the traditions of that business. Take Dave Christie, the owner of Friendswood Golf Course, who is also profiled in this issue.

Dave grew up steeped in the family business golf course ownership going back four generations. And he loved the sport. But upon graduating college, Dave worked in other fields for several years, selling motorcycles and eventually opening his own lawn-care chemicals business. But when his mother decided to retire from Friendswood Golf Course, he returned home and continued the family tradition, and that family tradition included serving the local community.

And you don't even have to be born into the traditions you have been entrusted to care for to observe and honor them. Take Chris and Mary Beth Branson, our cover story this month, who, five years ago, took ownership of the Carlisle Funeral Home, a family business spanning back 115 years. Though the Branson family had no obligation to carry on the Carlisle's traditions, in fact, they have very diligently. Learn all about those traditions in this month's cover story.

I wonder if, as little kids, anything resonated with these future business leaders the first time they heard Judy Garland exclaim those famous words, "There's no place like home."

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E-mail:

[jjim@morgancountybusinessleader.com](mailto:jjim@morgancountybusinessleader.com)

**Publisher** Jim Hess  
**News Editor** Bob Sullivan  
**Copy Editor** Sherry Smith  
**Photography** Erricka Jones  
**Design/Production** Zachary Ross

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# Cut spending — de-regulate

Hopefully by the time you read this the budget battle will have been resolved and some amount of uncertainty will have gone away. The S&P 500 index has been range bound since the beginning of the year starting at about 1260 and reaching a high of about 1370 and today it's trading in the 1310 range, according to Standard and Poor.

"Since the "War on Poverty" began in 1964, Americans have spent \$16 trillion dollars on state and federal welfare programs. According to the most recent data available, spending for this purpose will amount to more than \$10.3 trillion at all levels of government in the next decade. These spending programs have not achieved the stated goals of their authors, which was to reduce poverty and to increase self-sufficiency. Instead, 43 million Americans live at or below the poverty level, and dependence on government is increasing by any objective measurement" H.R. 1167 Welfare Reform Act of 2011.

There are no less than 77 welfare programs at the federal level alone. But we can't cut government spending??? Unfortunately



Tim Corman

resolution 1167 would not take effect until the unemployment level reaches 6.5%. Yet study after study has revealed that some of our citizens won't really look for work until their benefits are about to run out. My business clients are telling me they are having trouble finding people who are willing to work. They mean actually work, not just have a job.

Our friend Brian Wesbury, Chief Economist at First trust Portfolios, quoted a study recently that showed that if government grew by 10% the GDP lost .5 to 1%. In the same article he points out that in 2000, government spending was 18% of GDP and to-

day it is close to 24%. My math says that is a 33% increase, or 2 or 3 points of GDP growth.

We are still in contact with our friend Congressman Rokita. He is working on reducing regulation that hampers growth and prosperity with his program "Red Tape Rollback". You can go to his web-site "Rokita.house.gov" and tell Todd which regulations are doing the most damage to the state's economy. The last time I spoke with Todd the EPA was winning by a landslide. The EPA is another welfare program we could do without.

Tim Corman is an independent LPL Financial Advisor and LPL Registered Principal. He can be reached at Corman Total Investment Management (CTIM) 2680 E. Main St. Suite 233 Plainfield IN. 46168 317-837-5141 cell 317-414-0249. The opinions voiced in this material are for general information and are not intended to provide specific advice or recommendations for any individual. ALL PERFORMANCE REFERENCED IS HISTORICAL AND IS NO GUARANTEE OF FUTURE RESULTS. ALL INDICES ARE UNMANAGED AND CANNOT BE INVESTED INTO DIRECTLY. Securities are offered through LPL Financial Member FINRA/SIPC

*"The single most exciting thing you encounter in government is competence, because it's so rare"*

*Daniel Patrick Moynihan (1976)*

# Economy

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# Setting the standard in car care – and community focus

By Bob Sullivan

Morgan County Business Leader

On the weekend of May 20-22, 2011, Martinsville hosted its first-ever Grand Prix. A new event sanctioned by the Southern Indiana Racing Association, the event drew 97 drivers from six states, in 15 classes, and included a car show, wine and beer gardens, and a free movie on the square. The Grand Prix was the brainchild of Terry and Brenda Buster, the husband-and-wife co-owners of Towne View Auto Clinic, a local automotive business that's thrived for 26 years. Terry and Brenda conceived of the Martinsville Grand Prix as an early summer event to draw visitors to the city and benefit local businesses. "Our talented local group of volunteers, local businesses, police, firefighters, and local city and county government, banded together to help make this happen, and it couldn't have gone better," noted Terry. Plans are already underway for next year.

Born and raised in Martinsville, Terry's passion for cars began as early as age 8 in his father's automotive shop. He received his formal education from the Midwest Technical Institute in Kansas City, MO. Upon graduating, he returned home, working for local dealerships such as Ford and Chevrolet, and mastering his profession by becoming the top technician at both organizations. He is an ASE-certified auto and diesel technician, and a certified auto machinist.

Shortly after marrying Brenda on August 30, 1985, Terry decided to strike out on his own, and they entered into business together, opening Terry's Fleet and Auto, Inc., repairing the vehicles of their growing customer base in their home garage.

"We built our reputation with a business approach that still holds true today," said Terry. "We perform diagnostics to pinpoint the customers concern. We repair that problem correct-



Terry and Brenda Buster

ly and in a timely manner, in exchange for a fair price for our services. We do not perform unnecessary services, and we have gained the trust of our customers because they know that they can depend on us."

In 2000, Terry invested in a facility of his own design, from the ground up. They officially changed the name to Towne View Auto Clinic, Inc. at that time.

Ed Brock, Towne View's marketing assistant

for over ten years, offered a tour of the facility. Ed pointed out the high ceilings. "We work on some farm implements, large trucks and RVs, so we have plenty of room for

those. The main garage has ten bays and four lifts. Terry designed this facility with intricate details in mind, such as the in-ground lifts," Ed noted. "The lifts are environmentally self-contained and do not have side posts, which are notorious for causing body damage if the doors are opened into them. Same with the exhaust hoses. Ours are permanent and located under the shop floor. Portable hoses dangle in the air, and increase the risk of damage to a vehicle."

Terry also invested in air conditioning for the shop. "We want our technicians comfortable, focused, and working at their best through the day," Terry explained. "Overall, I wanted to invest in a facility for the sake of our technicians and the customers we serve. It's well-worth the extra investment and pays off in excellent customer service."

The facility also houses a machine shop, allowing Terry to repair engines and rebuild cylinder heads on site. According to Ed, few auto shops have such equipment at their disposal. "We not only perform machine services for our own customers but for other area garages. It is more efficient for everyone to not have to go out of town for these services."

The Busters have hosted automotive seminars on-site, free and open to the public. They



## Towne View Auto Clinic

Terry Buster  
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also offer valuable advice on their website and through Terry's "Car Sense" booklets, sold via the website and at their facility.

Terry and Brenda's love of cars goes beyond repair and maintenance. Terry's career as a racecar driver started in 1971, when he won the checkered flag at the Paragon Speedway—his first time behind the wheel of a racecar. His career in racing continued into the 1980s. Later, Brenda also raced, with Terry leading her pit crew. Her accomplishments include being the first female driver to race a 410 outlaw sprint car at several Midwest tracks, including Paragon, Bloomington, Haubstadt, Terre Haute and Lawrenceburg Speedways. She was named Paragon Speedway's Rookie of the year in 1995. It was their racing connections that helped bring the Grand Prix event together so quickly.

Beyond their mutual dedication to Martinsville, Terry is a City Councilman finishing out his first term as a representative for District 1, and will represent Martinsville citizens for a second term beginning in 2012.

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# 5 tips to manage your time

We have cell phones, texting, email, social media, laptops and so many other technological products that should make our lives easier. But it seems that every year we have less free time and more anxiety.

But it really is easy to take control of your time, if you implement these 5 tips:

## 1. Set limits with social media

Facebook, Twitter, LinkedIn and the plethora of other social media sites can really suck the life out of your day. These sites can be very helpful in promoting your business, helping to find prospects and makes sales and even find a job. But it's necessary to budget your time. Depending on the benefits social media brings to you, set your daily limit and set a time if necessary to.

## 2. Make voice mail "appointments"

Years ago your phone was plugged into the wall and you could only answer it if you were sitting at your desk. Granted, having mobile phones brings with them many advantages. But they also create a situation that we are never away from them. Use the technology to handle urgent and emergency calls, but also let other calls go to voice mail. Then, use scheduled times set aside two to four times a day to return these calls. You can even state that in your voice mail. For example, "I'm sorry I missed your call. Please leave a detailed message; I return calls at 10:00 each morning and 1:00 and 4:00 every afternoon." This takes the urge to feel you must always answer your phone. It also frees your contacts time so they aren't waiting around for your phone call.

## 3. Control your email, don't let your email control you

The same process can be used for email. Turn off your sound and icon notification that lets you know mail arrived. Check your emails at set times each day. Otherwise, you'll be constantly interrupting your thoughts and your tasks. This will end up taking longer to complete each project.



Cindy Hartman

## 4. Don't fill your calendar

Budgeting time is similar to budgeting money. If you budget every penny you have, and an unexpected expense comes up, your budget goes out the window. Likewise, don't fill your calendar from 8:00 to 5:00. Plan your day and leave about two hours of open time. Then when an emergency comes up, or an unexpected meeting is called, you can handle it without throwing your next few days out of sync. And if the day goes as planned, you'll have time to start on a project early, give a few more minutes to social media, catch up on your reading, or address your emails and voice mails an extra time.

## 5. Plan "me" time

Taking care of yourself is the most important of all. By scheduling time to eat healthy, exercise and get plenty of rest you'll be set for success!

In this hurry-up world, remember to use technology to help rather than hinder. We all are given the same amount of time each day. Budget it wisely.

Cindy Hartman is President of Hartman Inventory, a woman-owned business that provides business and home inventory services. She and her husband Mike also own Hartman Inventory Systems, a complete turnkey inventory business package for those who want to establish their own inventory company. Cindy writes a blog and is also a freelance writer on topics of disaster preparedness and recovery, small business, product reviews, marketing and networking. [www.HartmanInventorySystems.com](http://www.HartmanInventorySystems.com)

## CFMC grants cycle opens Aug. 1

The Community Foundation of Morgan County Matching and Arts Grants application period for 2011 will begin on August 1, with applications due to either the Martinsville or Mooresville foundation office by 4 p.m. on September 2. Projects must be completed during the grant period of November 1, 2011 to June 15, 2012.

### Application Criteria

There are two separate applications, one for matching grants and one for arts grants. Matching grants require that the grant applicant must raise an amount at least equal to what they ask for on their application. Arts grants require no matching funds.

In the past, the foundation has awarded grants as small as a few hundred dollars to as much as \$15,000. Applicants should note that most grants awarded will be between \$500 and \$2,000.

Selection criteria include, but are not limited to: innovative solutions to a significant community issue; impact on the community; ability to carry out the project; and how the project will increase community awareness of the identified funding priority and the CFMC.

### Free "How to Apply for Grants" Seminars

The foundation will offer two free "How to Apply for Grants" seminars which will review the CFMC grant applications and share tips on how to effectively explain an organization and the project the grant would fund.

The same seminar will be offered in two locations. The first will be at the Mooresville office of the CFMC at 250 N. Monroe St. on Tuesday, August 16. The second seminar will be offered at the Martinsville office of the CFMC at 56 N. Main St. on Thursday, August 18. Both seminars will take place at 7 p.m. and will last about an hour.

### Obtaining Applications

Application forms for the grants will be available for download on the CFMC Web site beginning August 1. Applications will also be mailed upon request by calling either foundation office. More information on the CFMC Matching and Arts Grants will be available on the foundation's Web site at [www.cfmconline.org](http://www.cfmconline.org). Individuals may also call the CFMC offices toll-free at (855) 280-3095.



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# Martinsville native returns as Pizza King

By Bob Sullivan

Morgan County Business Leader

In March 2010, Martinsville native Steve Baxter invested in his hometown and his career by opening the Pizza King of Martinsville on the city square in the retail space historically remembered as JJ Newberry's Department Store. "After graduating Martinsville High School, I let my career path lead me," recalled Baxter. "I had no plans to return, though I never ruled it out." A decade ago, with an employment history heavily skewed toward the automotive industry, Baxter admits he had no plans to enter the restaurant business, let alone open a pizzeria in the town where he grew up.

Steve grew up in Wilbur and attended Martinsville schools. Upon graduating in 1988, he attended Ball State and obtained a degree in Human Resource Management. "It was touted as one of the top ten fields, but the opportunities fizzled as I graduated," said Baxter. At Ball State, like many of his college classmates, Baxter discovered Pizza King of Muncie, which maintained a loyal following among the student body. But beyond frequenting the restaurant, Baxter had no plan or desire to enter the restaurant business.

"From high school through college, I worked at the car dealership, Welievers Pontiac of Martinsville (now Gates Chevrolet). Once I graduated, I received positive responses to my resume from dealerships, so I pursued a career in the automotive industry."

Steve and his wife Angela moved back to Martinsville in 2001, and Steve worked for Indiana Insurance in downtown Indy as an insurance adjuster and appraiser. Following a staff layoff, Steve continued as an independent contractor, building a successful career as an auto insurance appraiser from 2003 to 2009.

"At that point, I got burned out with the insurance industry and knew I needed a change," Steve recalled. "I knew Pizza King from Ball State. My wife came from Anderson, and we knew Pizza King was popular in Mooresville. We'd heard friends in Martinsville talk about a desire to have additional restaurant selections in the area and Pizza King seemed the best fit to both meet a local need and provide the change I needed for myself."

Steve says he's a licensee of the Pizza King name and logo. He describes the corporation's approach (housed in Lafayette, Indiana) as supportive but hands-off. "As I considered this op-

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portunity, I approached Stacy Mayes, the owner of the Mooresville Pizza King. To her way of thinking, and to mine, we're not competitors, and she's been incredibly supportive every step of the way, even letting me train at her store as I started, and she continues to help me as the business takes off."

Steve describes Pizza King of Martinsville as "full-service dining, not just takeout. We offer a large variety menu, much more than pizzas. We have over 25 sandwiches, salads, and a number of specialty pizzas."

Steve says the biggest surprise, and the most rewarding aspect of restaurant ownership, is the chance to train high school workers. "We keep around 6-8 employees here. I quickly realized I was giving my staff their first 'real' job, and helping shape a work ethic that helps me for a couple of years, and that they'll take with them. I've already seen my first couple of workers graduate and prepare for college, and it's exciting to think I helped in some small way mold that person as they go on to their future."

Since opening, Steve has high praise for how the city has come together to draw visitors. "The Fall Foliage Festival was a huge success, and the recent Martinsville Grand Prix a couple of months ago came off beautifully. Both events were well-organized and were very successful for businesses here." [See related story in this issue on the Towne View Auto Clinic]

Steve and his wife Angela live in Centerton. They have three children: two boys, Nicklaus (age 18) and Reese (age 12) and one daughter, Peyton (age 15).



Steve Baxter

Photos by Dave Ashbaugh



Pizza King Dining Room



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# Find direction

Think about taking a dream vacation. What's the first thing that comes to you mind? Do you think about taking an airline versus driving? Do you think about a specific itinerary during your stay? Do you think about the return trip home? Doubtful.

I would bet the first thing that comes to mind is the destination. Your dream vacation spot isn't some arbitrary place you choose from travel brochures. It isn't chosen by putting a map on a wall and blindly throwing darts. It definitely is not one of those "free" vacation condos where the real cost is listening to days of persistent sales pitches. Your DREAM vacation is some place you have thought about often. It is the one place you come back to after considering all other options.

Why is it that when people look for a career or a new business opportunity they take the easiest path, or the one that looks good to them right now? If you put that much thought into a vacation, why not choose other personal, professional or entrepreneurial dreams the same way?

In my last article I asked you to begin to define what is important to you. The goal was for you to consider what you truly value. What are those very personal aspects of your life that rise to the top of your priorities no matter what other distractions or whims surface?

These values affect your decisions. They are the gravitational pull on your compass needle, directing it toward your interests, motivations and ultimate satisfaction. When you define the most important things in your life, you can then take a look at the compass and chart a direction based on where it's pointing.

### The Thirty Day Challenge - Focus Your Direction

Now that you have listed what is most important to you, I want you to spend the next thirty days steadying your personal compass and focusing your direction on one overriding dream or idea that has been dancing around your head.

To start, brainstorm dreams and ideas that keep resurfacing. Don't limit yourself because the dream is too big or you feel the timing is wrong, but only include those ideas that are persistent. Your idea could be a financial dream of paying off all your debt. Maybe you want to start a new business venture, begin a new career path, or it could be taking that dream vacation. It doesn't



Thomas Barnes

matter how grand the idea, just write it down.

Now, pick one that seems to be in line with the things most important to you. Make sure you take the step of aligning your chosen idea with a true value. Without including this step, you will lose motivation and interest because it wasn't that important to you after all.

### The Dream Turned Vision

You have your values in mind. You have committed your dreams to paper and have chosen one that aligns with your values. You should now define that dream. What does it look like? Does your dream have you quitting your job to start your own business? Are you now retired and sipping a cold drink on the beach? Define specifically what the dream looks like and what it means to you. You can write it down, or if you prefer keep the dream as images in your mind. Be sure you define the specifics of your dream or idea however you decide to keep it alive and fresh in your mind.

### Thirty Days From This Moment

You have your mission. In thirty days you should have one persistent dream defined. Don't worry about the specific action steps or a timeline to realize it for now. This month is all about direction and definition. Next month I'll help you create SMART goals to help you realize the dream. Just remember to follow these steps:

1. Define Your Values
2. Choose One Dream or Idea
3. Define and Visualize the Dream

These three actions are the first steps on your road to success.

Contact me and I'd be happy to provide more ideas, as well as share some tools to help you define values and visualize YOUR dreams.

Thomas Barnes is a mentor and strategic business coach with Indy Success Coach. For more information visit [www.indysuccesscoach.com](http://www.indysuccesscoach.com) or contact Tom directly at [tom@indysuccesscoach.com](mailto:tom@indysuccesscoach.com) or call (317) 332-4846.

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# Serious about tradition, business

## Funeral home providing service to families at a time of need

By Elaine Whitesides

Morgan County Business Leader

Chris Branson says that being the youngest of five children stimulated the maturity that his business requires. He recognized this at the young age of 18-years-old when he decided what he wanted as his future career. He achieved that career as funeral director and owner of the Carlisle Branson Funeral Service and Crematory.

He was attracted to the industry by the ceremony involved and the way it helped people. The maturity he developed as a young man still pervades his days: he's serious about his business and the work he does, his role as a father and his role in the community.

Branson said, "There are lots of things you can be in life, but because of the uniqueness of our industry, it becomes who you are." It makes for a very fine line between business and life for the Branson family, which is evidenced by the way his conversation intermingles business, family and community.

"It's not just a job. It's more a way of life. When people need you, they need you now. It requires you to be flexible. One thing I like is that no two days are alike. There's lots of variety. But we are always available."

A funeral home is open 24/7 and through every holiday he says. "When you have a funeral home, you don't close. Technology allows us to be available at any time, but we don't have to be in the office."

He and his wife both work in the family business, are very active in the community and are the parents of two young boys. "Being parents is a fun role," Branson says. "But it's serious business."

Branson says that not only does he have to be flexible; a funeral director's family has to be very understanding because the demands of his work affect everybody in the family. "It's true in every industry; you've got to like what you're doing. But in our business, you really have to be passionate about serving people to make it work right."

The demands of owning and operating a funeral home are not what most people might expect. "It's very hands-on," Branson said. "I tell people who may be interested in this business that a good majority of it is being nice to people – all the time. The perception is we work when there's a funeral and realistically, there's a lot more to it."

Maintaining the 11,000 square foot structure, outbuildings, parking lot and landscaping is challenging, especially because of the age of the main building. He says it has to be neat and clean, likening it to being ready for company all the time.

The amount of behind-the-scenes paperwork might seem daunting to some, but it is a service he provides to families. They complete veteran's papers, filing of death certificates, filing of insurance claims plus all the general paperwork of running a business.

Branson started in the industry when he was 17-years-old, working for the Leppert Mortuary in Indianapolis. They gave him a pager and told him he could do as much or as little as he was comfortable doing. "The pager started going off when people died and I kept going back through summer vacations and holidays," Branson said. "I ended up working for them for almost 13 years."

Branson graduated with a degree in entrepreneurial studies from Xavier College in Cincinnati.

"I knew I wanted to be a funeral director and own my own business, but I wanted something to fall back on if I needed it. Entrepreneurial studies gives you a wide brushstroke including areas like finance and accounting."

"I run it (the funeral home) as a business to meet all the obligations and responsibilities of any company so that the business continues to be able to service the community," he said, adding, "To be successful in this business, you need to be a part of the community."

For 112 years, the Carlisle family owned and operated the funeral home in Mooresville. Frank Carlisle started the business

in 1895 in the building that now houses the Harris & Currens law firm.

Branson said funeral homes like Carlisle Funeral Home with the longevity of four generations in the family, don't sell frequently and to start a new funeral home is a very tough task. But buying one, from an investment standpoint, was much sounder, especially when it is located in such close proximity to family in Indianapolis.

"It was like it all fell into place the way it should, the way it was supposed to be. Sam Carlisle was interested in the funeral home carrying on as a family business and not a corporate firm. When we purchased the place, we moved here. We're part of the community now."

He said he thinks that culturally it was a big deal for the community to no longer have Carlisles involved. "We were very

### Carlisle-Branson Funeral Service and Crematory

39 East High St.  
Mooresville, IN 46158

Phone: 317-831-2080

Web: [www.carlislebranson.com](http://www.carlislebranson.com)

E-mail: [cbranson@carlislebranson.com](mailto:cbranson@carlislebranson.com)

Hours: Office: Monday through Friday  
8 a.m. to 5 p.m.



Mary Beth and Chris Branson

sensitive to that. I think we have done a good job of illustrating to the community we do care about the way we serve people, the Carlisle tradition and that we're interested in only increasing the level of service the community has come to expect for 112 years."

Some things have remained the same. The gardens are still filled with the traditional pansies in the spring and geraniums in the summer. The original carriage from 1895 was refurbished and is brought out to share with the community on occasion. They still print the annual calendar.

But there have been some changes too. The recent addition of the crematory building provides new options for families and new revenue streams for the business, including providing cremation services for other communities in central Indiana and a garage door and stall tall enough to house the historic carriage. There are plans to expand the parking for greater access and

convenience.

But maintaining the traditions and property and business are tantamount to Branson.

"This facility, our old house, becomes kind of an extension of the community. It's where people are comfortable coming when someone dies. That's a huge commitment, a huge responsibility to make it that way; to make it where people are comfortable."

Branson said, "What we do starts the process for a family to heal. Every family deals with grief in their own way so there is no right or wrong ways to service them. You get to know people pretty intimately pretty quickly," he said, "(it's) a level of trust that is very serious."

"I always try to think of the families that we're called upon to serve and what I would want or as a family would expect," Branson said. "I don't want one family being dissatisfied with anything."

# , and commitment to community



# Small Business can find increased revenue and profits by Exporting

Now is the time for you to explore exporting your products to countries outside of the US. We have a competitive advantage for producing high quality innovative goods and services with sound business practices. 96% of the world's consumers and 70% of the purchasing power is now outside of our borders according to the Wall Street Journal and Kiplinger.

Central Indiana has a concentration of high tech companies and logistics companies that are experts in leveraging their ability to ship products globally. This, and our geographical location and Fed Ex hub, makes Indianapolis a cost effective shipping point to many parts of the globe. The NAFTA free trade agreement has also opened up many favorable trading markets such as Australia, Canada, Chile, Mexico, Singapore and Central America.

You will not be alone in your exporting venture. In Indiana, exports contribute 11% of our Gross Domestic Product. And we are ranked 14th in the Nation in exports. The major product categories currently are Transportation and Industrial Machinery, Pharmaceuticals, Organic Chemicals, Food and Metals. These large categories are driven by the large manufacturers, but many small companies also grow by exporting. We have seen everything from handbags, accessories, custom furniture, chocolates, used automobiles and farm machinery being exported from smaller companies. Custom designed products and innovative systems are prime targets.

The SBA has a great program to assist small companies who wish to begin shipping products/services out of the country. They have a free easy online assessment to look at your readiness to ex-



**Marti Chestovich**

port. You can find this survey at [www.export.gov/begin](http://www.export.gov/begin). The SBA also has several loan programs to aid small business in exporting. The Export Express program is for loans under \$50,000.00. A solution for larger sales is the Export Working Capital Program which has a loan maximum of \$5 million dollars. The EWCP loans have an up to 90% guarantee which makes them attractive to lenders.

The ISBDC has also embraced exporting as a way for our clients to remain strong and profitable in the global marketplace. We have information on our website at [www.isbdc.org](http://www.isbdc.org) under business facts and exporting. We can help you evaluate the exporting opportunities and see if it is the right strategy for your company. If we agree that it is then depending on need we have contracted with an International Trade expert Andrew Reinke from Foreign Targets to be our dedicated International commerce resource and he can guide your company through your initial exporting venture.

Exporting can make your company stronger because the foreign markets can counter downturns or maturity in your local marketplace. Explore the possibilities at the websites above or call the ISBDC office at 317-233-7272

## Small Business Education Workshop Schedule

**Business Feasibility and Basic Start Up Steps – Can I make money doing this and how do I start?** The prospective small business owner needs to determine if his or her idea makes good business sense. This three-hour seminar will help you to estimate the financial feasibility of your business idea and make an informed decision about whether or not your idea is practical. Comprehensive materials and tools are included. Registration Fee: \$30.00. At the Morgan County Public Library, 110 S Jefferson St, Martinsville, IN 46151 Held on Aug. 4 from 9 a.m. – Noon

### Write a Business Plan and Finance Your Business

This session provides an overview of the contents of a good business plan and how it becomes the roadmap to success. Having a business plan is virtually a requirement for obtaining funding. This seminar will help you get started with writing your business plan. Comprehensive materials and tools are included. Registration Fee: \$30.00. At the Morgan County Public Library 110 S Jefferson St, Martinsville, IN 46151. Held on Sept. 15 from 5:30 - 8:30 p.m.

### Financing Your Business for Start Ups and Existing Businesses

This session provides funding options. You will learn how to define and quantify funding needs for your business, and how to articulate those needs to traditional and non traditional lenders. Registration Fee: \$30.00. At the Morgan County Public Library 110 S Jefferson St, Martinsville, IN 46151. Held on Nov. 3 from 9 a.m. – Noon

## Networking Opportunities

### Martinsville Chamber of Commerce:

The regular monthly meeting on the third Friday at 11:30 AM at the Morgan County Administration Building, 180 South Main Street. For more info, please contact the Chamber office at (765) 342-8110 or visit its website: [www.MartinsvilleChamber.com](http://www.MartinsvilleChamber.com)

### Mooresville Chamber of Commerce:

The regular monthly meeting on the third Thursday from 11:30 AM to 1:00 PM. The meeting location is Jones Crossing Banquet Center at the corner of S.R. 67 and Allison Road. Lunch is \$5. For more information call the Chamber office at 317/831-6509 or visit its website: [www.MooresvilleChamber.com](http://www.MooresvilleChamber.com).

### Mooresville Revitalization Group:

The Mooresville Revitalization Group meets the fourth Tuesday of the month at Zydeco's on E. Main St. from 6:45-8:00 PM. Current topics include purchasing additional planters for the downtown area and coordinating a new "Planters on Parade" contest for

the Spring/Summer. For more information contact Lori Cole, Autumn Whispers Health and Harmony, 317-831-7817, or e-mail to [AutumnWhispers@earthlink.net](mailto:AutumnWhispers@earthlink.net)

### Morgantown Merchants Association:

The Morgantown Merchants Association meets at the Fire Station on dates to be announced. For more information call Sharon Zimmerman at the Stitchery Mill at 812-597-5997 or on [www.MorgantownIndiana.com](http://www.MorgantownIndiana.com).

### Networking Business Women of Morgan County:

NBW of MC meets on the second Thursday at 11:30 AM at the Mooresville School Administration Building next to the Post Office on Carlisle Street. Bring your own lunch. For more information, call Patti Hunter at 317-856-9801.

### Networx:

Networx meets weekly on Thursday at 7:30 AM at the Comfort Suites at Kentucky Avenue

and 465. Call Rick Groce at 317-724-4348 for more details.

### Rediscover Martinsville :

An Indiana Main Street U.S.A. Association. For information: PO Box 1123, Martinsville, IN 46151. (765)352-8261 or [www.rediscovermartinsville.com](http://www.rediscovermartinsville.com), e-mail: [rediscovermartinsville@gmail.com](mailto:rediscovermartinsville@gmail.com).

### Rotary Clubs:

Martinsville meets every Tuesdays at noon at the First Presbyterian Church, 240 East Washington Street, Martinsville. Mooresville Decatur meets every Wednesday at 7:30 AM at Jones Crossing Banquet Center, S.R. 67 and Allison Road, Camby.

### Morgan County Toastmasters Club:

The weekly meetings will now be on Thursdays beginning May 5 from 6 to 7 p.m. The club meets at the Academy Building, 250 N. Monroe St. in Mooresville.

**317.696.1740**

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# Golf course owner focused on family and Friendswood

By Bob Sullivan

Morgan County Business Leader

A fourth generation golf course owner, Dave Christie took over the ownership of Friendswood Golf Course in 2003. "My great-grandfather built a golf course in downtown Indy in 1939 called Willow Brook," said Dave. "When they sold that course, my grandfather built this course in 1962. We renovated the clubhouse in 1972." Today, Dave runs the Friendswood course and his aunt and uncle own Stony Creek on the north side of Indy.

Dave grew up on the northeast side of Indy, graduating from Lawrence North High School and receiving a degree from the University of Southern Indiana in Evansville. "I worked in Plainfield at a motorcycle dealership, then in a steel factory. I opened my own lawn-care chemicals company, which was fairly successful. My mom, Sara Reese, owned Friendswood Golf Course, and was getting ready to retire. I sold my chemicals business and took over in 2003, but she still helps out to this day."

Dave recalled, "I focused on modernizing the course behind the scenes. We had no computers, no website, no liquor license...we didn't even have an email address."

Dave says taking over the course was an "easy sell" for him. "I grew up loving golf, I started playing when I was 5, and I loved this course. You can't ask for a better business. People arrive happy to be here, with a smile on their face. My grandfather compared it to being a lawnmower repairman. Everyone walks in already mad. But here, people are off work, they want to have fun, so you're interacting with someone in a good mood."

Dave admits the economy has hit golf pretty hard. "I think a lot of the high-dollar courses will drop off. I don't see how they can continue. We don't have much debt; we own the land; we own the buildings and equipment. The economy affected us, but we're in a good position to ride it out. I think the businesses that survive this downturn will be the first to prosper, and will be the leaders going forward."

Regarding other area courses, Dave observed, "I don't think we consider ourselves in competition. Personally, I see any success or interest in the sport as a positive for all of us."

In 2003, shortly after taking ownership, a tornado tore across the course, causing considerable damage. "We had about 125 trees downed, and the other area golf courses sent help, either by sending their own workers to pitch in, lending equipment, or dropping by personally to ask what they could do."

"I always tell people to invest in local businesses. We're local, and we give back to the community. As consumers, we have many choices on where we spend our money. But with some businesses, your money could end up across the country. The money you



Dave Christie with "happy" golfers

spend here will be invested here." Dave employs around 15 staff members. "We hire a lot of local students and hold several events for local schools," noted Dave. "I feel the more we're open to the community, the more the community will be open to us. We hold regular leagues, and throw several fundraisers every year. I try to help as many charity or not-for-profit organizations as I can who approach us."

Dave resides on the top floor of the golf clubhouse. His hobbies lean toward cruising and riding variety, including a Harley, a 1972 Dodge Dart, a four-wheel jeep, a boat, and a jet ski.



Friendswood Clubhouse

## Friendswood Golf Course

Dave Christie, Owner  
7730 So. County Road 1050 East  
Camby, IN 46113  
317-856-5372

Season hours (March 15-Thanksgiving)

Clubhouse open: 8 AM-8 PM

Offseason hours vary; call ahead.

fwgolfcourseinc@aol.com

www.friendswoodgolfcourse.com

Follow on Facebook: Friendswood Golf Course

"The place you've been looking for, since 1964."

### Mark your Calendars:

4-Man Scramble.

All Labor Day Weekend.

Call Clubhouse for details

### Course Overview:

Friendswood Golf Course is a full-size, par-36, 9-hole course, distinguished by natural terrain with small greens and tight fairways. The clubhouse is a historic school building. Friendswood offers surprisingly affordable rates for members and nonmembers alike. Membership options include a one-price unlimited access family membership and a seasonal pass membership. Currently, Friendswood boasts around 500 members. Friendswood is easy to find while still isolated from neighborhood houses, cars, or other obstacles. The club recently obtained its beer license.

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# Top Tips from tiptopics.com

## A 'Q and A' about QR codes

Presented by Bob Chenoweth

By now you've probably seen QR Codes in action. You know, one of those little – or sometimes huge – squares that looks like a pixelated, patchwork quilt. A high-tech inkblot of sorts. But how much do you know about them? And do you know how a QR Code can benefit your business? Read on:



**Bob  
Chenoweth**

### Is anyone really scanning these things?

Oh yeah. A study from early 2011 by Mobio Identity Systems Inc. found that QR Code scanning had increased 1,200% in the last half of 2010. Women and those in the 35-44 year old age group are the most frequent scanners.

### How can I get a QR Code scanner?

If you have a smartphone, access your "app" marketplace, search for QR Code scanners, review the ones available and download one. I use the ScanLife app for my Android phone and it has worked very well.

### Who is using QR Codes to reach consumers?

Companies such as Nike, Best Buy, Starbucks, McDonalds, Pepsi, Ford and many other major players use QR Codes to reach mobile consumers. And by the way, according to recent statistics, one-third of all U.S. adults use a smartphone.

### How can I generate QR Codes for my business?

You can generate QR Codes for free at many sites on the Web, including <http://qrcode.kaywa.com/> and <http://Qricketcodes.com>. Qricket has a tracking feature that enables you to see how many times your code is scanned.

### Can QR Codes be customized?

Yes. Sort of. Although QR Codes contain critical information in certain areas of the code's design, they do have some flexibility, particularly in the center section. You can also embed the QR Code inside another design; just don't hide it too well.

### The Bottom Line:

QR Codes can be a great way to extend your reach to an increasingly mobile consumer marketplace. I have embedded QR Codes for clients on a business directory cover, individual listings and ads, as well as on business cards, magnets and bookmarks. Your applications will, naturally, depend on your business growth and marketing goals. If you have a smartphone, scan the QR Code in this article to visit my website and learn even more about QR Codes. If you don't have a smartphone, visit [www.ChenowethNow.com](http://www.ChenowethNow.com), or call me at 831.7760 to learn more.

Bob Chenoweth is the founder, President and Chief Creative Officer of TipTopics LLC. A professional writer, content consultant and graphic designer, Bob also owns Chenoweth Content & Design LLC, which specializes in helping business owners and operators craft messages that communicate, illuminate and resonate. To learn more, contact Bob Chenoweth at: [Chenoweth Content & Design LLC 30 Greenwood Drive Mooresville, IN 46158 bob@chenowethnow.com](mailto:Chenoweth Content & Design LLC 30 Greenwood Drive Mooresville, IN 46158 bob@chenowethnow.com) (317) 831-7760 (Office) (317) 402-2613 (Cell)

# Improve self-promotion and improve sales

There are some definite myths around sales success that I've heard and I'm sure you have heard them too.

**Myth #1:** The hardest working and most deserving get paid the most in sales.

**Myth #2:** Good work speaks for itself.

**Myth #3:** If you stay loyal and keep your mouth shut, the boss will take care of you.

Those myths have all been "busted" as they say on the popular TV show. They have been busted with the principle called recognition and reward. This principle says that your good work has to be made visible before it can be recognized by others. Additionally, it must be recognized before it can be rewarded.

Here's how to accomplish just that. It seems easy; the person who initiates the most contacts with prospective buyers on a consistent basis is the person who will have the most sales. That seems pretty straight forward but if you're afflicted with one of the facets of Sales Call Reluctance, it just can't and doesn't happen.

There's another name for "initiating contacts with prospective buyers." It's called self-promotion. Self-promotion is the secret sauce of success that all highly paid success gurus know about and practice themselves. So if you follow one of the so-called success gurus, don't just listen to what they say notice what they do. Usually, the most successful are also the most visible.

Based on research, what makes natural self-promoters successful can be boiled down to just three critical behaviors:



**Jack  
Klemeyer**

- 1. They position themselves.** The top sales producers put themselves close to those who can reward them financially. In other words, they position themselves around prospective buyers. Top producers find ways to get noticed.
- 2. They develop a style.** Simply being noticed isn't enough. Find something about yourself, something distinctive and more memorable, about what you and how you do it that will help people remember you.
- 3. They build in repetition.** Never miss an opportunity to stand out, and do it consistently, day after day.

Here's the good news: Nearly everyone is either already capable of doing, can learn to do or can learn to do the things better that make up effective self-promotion. But, for some, there is a reason why otherwise talented, capable people don't earn what they're worth. It's called Sales Call Reluctance, which I will share next month.

Jack Klemeyer is the founder and head performance coach of GYB Coaching ([www.gybcoaching.com](http://www.gybcoaching.com)). Contact him at [Jack@GYBcoaching.com](mailto:Jack@GYBcoaching.com).

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# Kendrick Foundation awards Over \$860,000 in local grants

The Kendrick Foundation Board of Directors awarded \$867,067 in health-related grants this July. The foundation awarded 31 grants to 26 non-profit organizations to benefit Morgan County residents.

Projects range from \$1,100 for a paved walking trail at Waverly Elementary School to \$97,200 for wellness programming for residents at WellSpring family shelter. Projects will be completed between July 15, 2011 and April 15, 2012.

#### Schools Seek Library Health Materials

In addition to its walking trail, Waverly Elementary School received a second grant from the foundation in the amount of \$5,500 for library health resources. Although the library was renovated in 1999, the school system was unable to update its book collection. With many health book titles dating back several decades, the school system knew it was time for an upgrade.

Through the Kendrick Foundation grant, the school will purchase books and DVDs on the body systems, dental health, the harm of smoking and drugs, and the benefits of exercise and healthy eating. They also plan to purchase a life-sized model of the muscular system, which will not only be used in the library, but by classes in the entire building.

#### Families Engage in Counseling

Families First has received grants from the Kendrick Foundation each year since 2003 for family counseling services in Morgan County, and this year received \$30,000 toward the project. The organization was established in 1835 and has grown to serve Marion, Boone, Hamilton, Hancock, Hendricks, and Morgan counties.

Kendrick funds will be used to serve around 80 families in Morgan County, providing them with counseling services on a sliding fee scale as low as \$1 per hour. Counseling can include marital conflict, parent-child conflict, loss and grief, depression, personal adjustment difficulties, life transition challenges, child abuse or neglect, and trauma recovery.

#### Expectant Mothers May Obtain Insurance, Receive Ultrasounds

For Care Net Pregnancy Center in Morgan and Johnson Counties, a new state requirement in 2010 seemed to hinder their effectiveness. Since 1997, Care Net Pregnancy Center has provided free pregnancy testing and pregnancy verification to the state for individuals applying to the Hoosier Healthwise insurance program. However, the new state requirement included a verification signed by a licensed medical professional and an expected date of delivery, which the center simply could not provide.

Over the last year, the center has seen that the cost of the first obstetrician visit to obtain this information has kept their clients from applying for the state's insurance program, and thus has prevented pre-natal care. With the gift of an ultrasound machine from the Knights of Columbus and a \$15,000 grant from the Kendrick Foundation for related medical supplies and equipment, the center will now be able to provide the needed verification. Volunteer doctors, nurses, and technicians will complete the ultrasounds to meet state requirements.

#### About the Foundation

The Kendrick Foundation, Inc., formed with the proceeds of the sale of Kendrick Memorial Hospital in 2001, was created to support health-related programs in Morgan County. Support includes providing scholarships and making grants for health-related projects in Morgan County, which may include community health care programs, hospice programs, health care education and training, and tax-exempt medical and health programs.

More information on the Kendrick Foundation is available online at [www.kendrickfoundation.org](http://www.kendrickfoundation.org). Individuals may also call the Kendrick Foundation in care of the Community Foundation of Morgan County at (317) 831-1232 or toll-free at (855) 280-3095.



IBA president & CEO S. Joe DeHaven (left) presented the Five Star Member award to Dan Moore, President and CEO of Home Bank, at the IBA Mega Conference on May 24 in Indianapolis.

## Home Bank Named Five Star Member

Home Bank was recognized as a Five Star Member of the Indiana Bankers Association (IBA) at the IBA Mega Conference on May 24 in downtown Indianapolis. The bank earned the award in recognition of its commitment to the IBA in the areas of political awareness, issue advocacy, life-long learning, volunteerism and Preferred Service Provider utilization.

The IBA, established in 1897, provides legislative services, communication tools, professional development opportunities, and products and services to the Indiana banking community.

A large advertisement for commercial space. The top half features a blue sky with white clouds and green tree branches. The text is in bold, yellow and orange colors. The bottom half shows a photograph of a large, single-story commercial building with a parking lot full of cars. The building has a sign that says 'PIONEER POINTE'.

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## Partnership brings new medical office building for expanding primary care practices

Cornerstone Companies, Inc., a leading Indiana healthcare development company, with assistance from the Town of Mooresville and the Morgan County Economic Development Corporation, is building a 15,200 sq. ft. Class A medical office building for Indiana University Health, the state's largest and most comprehensive healthcare system. Cornerstone will own, develop and manage the new building that will house IU Health Physicians Pediatrics (Mooresville), IU Health Physicians Internal Medicine (Mooresville), IU Medical Group Primary Care and IU Health services such as radiology, lab services and disease management programs.

"A great community balances many things. A strong economic climate and convenient medical care are vital components contributing to that balance. We look forward to IU Health's new and expanded services in Mooresville and consider ourselves fortunate on two fronts in this most recent partnership. First, economically - not only do we retain trusted medical professionals, but we expect a double digit increase in the number of new jobs. Secondly, and just as important, is the additional medical services for our citizens and the communities around us," said George Watkins, president, Mooresville Town Council.

"This new building will allow us to better integrate services and help improve the overall efficiency of our growing primary care business in Mooresville," said Kyle Allen, vice president of Primary Care at IU Health Physicians, the fastest growing, most complete multi-specialty physician practice group in Indiana.

The medical building, expected to open in December 2011, will be located on three acres

of land at 820 Samuel Moore Parkway, adjacent to the Meadow Lakes Community. The facility is expected to meet the new construction code for energy efficiency including common areas controlled by a 7-day time clock, dual mode occupancy sensors and exterior lighting controlled with photocell/time clock security lighting.

### About Cornerstone Companies, Inc.

Cornerstone Companies, Inc. ("Cornerstone"), located in Indianapolis, Indiana, was founded in 1985 to operate as a real estate development, consulting, and investment company in the healthcare real estate arena. As a leading healthcare development company in Indiana, Cornerstone's primary specialty and focus for the last 26 years has been the development and operation of all types of medical facilities completing approximately 40 medical office buildings in its 26 year history. These include medical office buildings, ambulatory surgery centers, imaging centers, cath labs, diagnostic centers, imaging, endoscopy centers, sleep labs, physical therapy centers, oncology centers, and clinical labs. Cornerstone and its principals currently own and operate 23 medical office buildings around Indiana totaling approximately 1,200,000 sf.

### About IU Health Physicians

Indiana University Health Physicians brings together Indiana University School of Medicine faculty physicians, IU Health-affiliated physicians and private practice physicians to form the fastest-growing, most complete, multi-specialty physician practice group in Indiana. This unique partnership gives our highly skilled doctors access to innovative treatments using the latest research and technology. Discover the strength at [iuhealth.org/physicians](http://iuhealth.org/physicians).

## Kendrick Foundation Selects 36 Scholars for 2011

The Kendrick Foundation Board of Directors has named 36 Morgan County residents as Kendrick Scholars for 2011.

These students will receive a scholarship for tuition only, up to a maximum of \$15,000 per person per school year to attend the educational institution of their choice. Students will pursue degrees in medicine, dentistry, nursing, and allied health services. A potential of \$540,000 will be awarded this year.

The 2011 Kendrick Scholars are Alex Anderson, Sarah Angermeier, Jordan Brooks, Kristi Brown, Erin Cole, Michelle Crump, Sophie Davis, Courtney Demeter, Tiffani Dillon, Natalie Fishel, Megan Harrison, Abigail Howden, Rachel Jackson, Brenden Justus, Megan Koerner, James Adam Lawson, Allison Lipps, Brian Livingston, Jessica Long, Jennifer Mackenzie, Damon Martin, Lori Nichols, Mikinzie O'Neal, Soniya Patel, Ryan Queen, Nancy Reed, Jessica Roahrig, Carla Ronan, Jordan Schaaf, Ryan Schneck, Bailey Tri, Sara Walton, Kathleen Weddle, Heidi Weisbach, Bailey Wellspring, and Marion "Ernie" Yeager.

Qualified students can re-apply for the scholarship each year, and if they meet the eligibility criteria, may be considered to receive the scholarship again. Of the 36 scholars this year, 20 students have received the scholarship

for two or more years.

The 2012 scholarship cycle will begin this fall, and information and applications will be available on the Kendrick Web site in November of 2011. The scholarships are open to all Morgan County residents, including non-traditional/post high school students, who are pursuing a degree in the health care field. Students pursuing an associate's, bachelor's, master's or doctorate degree are eligible. Other restrictions apply, but a complete list of criteria and details for the Kendrick Foundation Scholarship is available online at [www.kendrickfoundation.org](http://www.kendrickfoundation.org).

Formed with the proceeds of the sale of Kendrick Memorial Hospital in 2001, the Kendrick Foundation was created to support health-related programs in Morgan County. Support includes providing scholarships and making grants for health-related projects in Morgan County, which may include community health care programs, hospice programs, health care education and training, and tax-exempt medical and health programs.

More information on the Kendrick Foundation is available online at [www.kendrickfoundation.org](http://www.kendrickfoundation.org). Individuals may also call the Kendrick Foundation at (317) 831-1232 or toll-free at (855) 280-3095.

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**TOWN OF MOORESVILLE - BUILDING PERMITS**  
Pamela Williams, St. Clair, Electrical Upgrade  
Hughey Cromer, Watson Road, Garage  
Dominick Penna, Red Oak Way, Room Addition  
Cornerstone Companies, Inc., Samuel Moore Pkwy, Medical Office Bldg  
Paul Langley, Rooker Road, Single Family Residence  
Janet Jacobs, St. Road 144, Demolition  
David Wenz, Roseberry Court, Front Porch Addition  
Amanda Carter, Conduitt Drive, Plumbing Upgrade  
Mike Wilson, Pac Moore Pkwy, Spray Dryer  
Richard Kelley, Marcia Drive, Garage  
Claire Scheele, Cottage Grove Court, Screened Porch  
R. Keith Gardner, David Lane, Remodel Front Porch  
Patti Fuller, Edna Mills Drive, Remodel  
Rick James, Kanterbury, In Ground Pool  
Mike Minks, Rosewood, 3 Seasons Room  
Matt Hardin, Town Center Drive, Electrical Upgrade  
Glen Shearer III, Rooker Road, Room Addition  
Carol Wewe, Commerce Drive, Plumbing & Electrical Upgrade  
Vekitas Realty, Town Center Road, New Sign  
Sonja Kimmel, Hadley Road, Pole Barn  
Kevin Lehr, St. Road 144, Garage

**TOWN OF MARTINSVILLE - BUILDING PERMITS**  
Reggie Graham, East Walnut, Addition  
Larry Martin, Dale Street, Porch Addition  
Church & Carpentry Etc. LLC, East Morgan St, Addition

**MORGAN COUNTY - BUILDING PERMITS**  
Sherry Barks, Koger Lane, Electrical Upgrade  
Rita Wiser, South Street, New Residential  
Mike Ulrey, Blue Bluff Road, Pole Building  
Jackie Ferguson, Hall Road, Pole Building  
Randy Richardson, Deerfield Blvd, Deck  
Kevin Broyer, Paragon Road, Pole Building  
Sharon Henson, Bill Smith Road, Single Family Residence  
Judy Musgrave, Adams Drive, Electrical Upgrade  
Scott Randal, Templin Road, Deck  
Ralph Bissell, Ballinger Road, Pole Building  
Craig Freeman, Woodlawn Drive, Garage  
David Rupe, Upper Patton Park, Garage

Jay Anderson, Ford Drive, Electrical Upgrade  
Samuel Gray, Upper Patton Park, Electrical Upgrade  
John Lowery, Old S.R. 67, Electrical Upgrade  
Tony Taylor, Orchard Hills, Electrical Upgrade  
Clifton Brummett, Red Bud Lane, Residential Addition  
Lorraine Wright, Painted Hills Court, Single Family Residence  
Douglas Cohen, Lincoln Hill Road, Deck  
Echo Lake LLC, Echo Lake West Dr, Storage Building  
Louis Catellier, Kitchen Road, Residential Addition  
Stephen Williamson, Hickey Road, Electrical Upgrade  
Clear Channel Outdoor, East State Road, Billboard Sign  
Ila Wren, Goat Hollow Road, Electrical Upgrade  
Harry Pierce, Conservation Club Road, Billboard Sign  
Morgan County Park Board, Duckworth Road, Carport  
Jim Bowyer, Railroad Road, Electrical Pole  
Timothy Gregory, Day Road, Electrical Upgrade  
Town of Bargersville, Smokey Row Road, Construction Trailer  
Don France, Ridgeview Drive, Single Family Residence  
Kerri Morgan, Old S.R. 67, Mini Barn

**NEW BUSINESS FILINGS**  
Zachariah Tharpe, Extreme Armour, 439 South Ohio, Martinsville, IN 46151  
Anthony Burkett, M and A Repo, 3402 Valley View Drive, Martinsville, IN 46151  
Randy Long, Steeztech Studios Technoporium, 1189 S. Cherry Street, Martinsville, IN 46151  
Paula Bray, Pipe Works, 5941 Wilbur Road, Martinsville, IN 46151  
Chris Dotlich, American City Contractors, 13227 N. Becks Grove Drive, Camby, IN 46113  
Denver Collison, Pappy's Bait Barn, 11264 N. Sashing Way, Monrovia, IN 46157  
Brianda Towell, Towell's Country Paradise Farm, 2640 Ballinger Road, Martinsville, IN 46151

**SHERIFF'S SALES**  
Joe & Wilhelmena Grimmert 4850 Turkey Track Rd Martinsville, IN 46151 August 1, 2011 \$170756.37  
Reisenfeld & Assoc. 513-322-7000  
Julie Sexton 41 North Drive Mooresville, IN 46158 August 8, 2011 \$95191.70  
Unterberg & Assoc 219-736-5579  
James Lee 101 S Church St Brooklyn, IN 46111 August 8, 2011 \$123683.05  
Reisenfeld & Assoc 513-322-7000

James & Ginger Kelly 1875 E Shore Dr Martinsville, IN 46151 August 8, 2011

\$137477.80  
Unterberg & Assoc 219-736-5579

Randall Baire & Tonya Grubbs 3107 W Meadowbend Dr Monrovia, IN 46157 August 8, 2011 \$109572.47  
Foutty & Foutty 317-632-9555

Mary & Russell Brown 8465 Waverly Rd Martinsville, IN 46151 August 8, 2011  
Reisenfeld & Assoc 513-322-7000

Hamblen 340 W Morgan St Martinsville, IN 46151 August 15, 2011 \$74865.87  
Doyle Legal 317-264-5000

Lamey 1327 Autumn Dr Mooresville, IN 46158 August 15, 2011 \$119541.88  
Reisenfeld & Assoc 513-322-7000

Rawlins 3850 SR 37 N Martinsville, IN 46151 August 15, 2011 \$119942.10  
Nelson & Frankenberger 317-844-0106

Scott 13150 N Brick Chapel Dr Camby, IN August 15, 2011 \$98734.92  
Doyle Legal 317-264-5000

Spence 6262 E Pembroke Ct Camby, IN August 15, 2011

\$110006.21  
Septtymous Taylor 270-684-1606

Taylor 3325 Mt Olive Lane Martinsville, IN 46151 August 15, 2011 \$453785.22  
Hostetler & Kowblik 317-222-7485

Yutmeyer 49 E Co Line Rd Mooresville, IN 46158 August 15, 2011 \$101660.85  
Septtymous Taylor 800-684-1606

Utter 841 Shuler Rd Paragon, IN 46166 August 15, 2011 \$128300.65  
Constanza & Cuppy 219-769-1313

Paul & Cathy Hiser 2880 Cabin Row Martinsville, IN 46151 August 22, 2011 \$102792.86  
Marinosci Law Group 219-426-5104

Shari Graham 13430 N Carwood Ct Camby, IN 46113 August 22, 2011 \$107402.91  
Doyle Legal 317-264-5000

Susan Tipton 106 Winterberry Lane Mooresville, IN 46158 August 22, 2011 \$119524.50  
Foutty & Foutty 317-632-9555

Gerald & Raeann Wilson 602 Peaceful View Dr Mooresville, IN 46158

August 22, 2011 \$120056.67  
Foutty & Foutty 317-632-5555

Steven & Rochelle Lehr 12364 N Navajo Ct Camby, IN 46113 August 22, 2011 \$88039.23  
Feiwell & Hannoy 317-237-2727

Kenneth Smith Jr 8690 Old St Rd 37 N Martinsville, IN 46151 August 22, 2011 \$101647.17  
Foutty & Foutty 317-632-9555

Gary & Ronette Neal 459 Old Moore Rd Martinsville, IN 46151 August 22, 2011 \$112997.85  
Foutty & Foutty 317-237-2727

Allen & Freda Cameron 6420 E Edna Mills Dr Camby, IN 46113 August 22, 2011 \$146460.49  
Feiwell & Hannoy 317-237-2727

Roy & Lisa Debaets 860 Catholic Cemetary Rd Martinsville, IN 46151 August 29, 2011 \$70946.41  
Reisenfeld & Assoc 513-322-7000

Christa Fairfield 3830 Ballinger Rd Martinsville, IN 46151 August 29, 2011 \$105588.47  
Unterberg & Assoc 219-736-5579

David Randall 9772 N Judson Dr

Mooresville, IN 46158 August 29, 2011 \$142823.31  
Feiwell & Hannoy 317-237-2727

Rose Boller & Chad Holley 741 N Shuler Rd Paragon, IN 46166 August 29, 2011 \$81886.56  
Feiwell & Hannoy 317-237-2727

Stephen & Brenda Dean 1409-14011 Crabapple Ct Martinsville, IN 46151 August 29, 2011 \$108396.73  
Feiwell & Hannoy 317-237-2727

Julie Porter 23 Lake Hart Mooresville, IN 46158 August 29, 2011 \$36042.16  
Feiwell & Hannoy 317-237-2727

Casie Zoellner 169 E Washington St Morgantown, IN 46160 August 29, 2011 \$84790.42  
Feiwell & Hannoy 317-237-2727

Current updates available at <http://scican.net/~manley/Sales.html>  
Note: If you need any further information, please contact the attorney listed per each sale. We do not know what debts are owed on the properties, the condition of the home, and we do not have keys to the residence. All sales are held at 2:00 p.m. at the Morgan County Sheriff's Department. If you are the successful bidder, you will be asked to bring in the full amount of the bid by 4:00 p.m. that same day. Funds must be in the form of a cashier's check. We do not accept letters of intent to purchase from your bank. Not responsible for typographical errors.

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