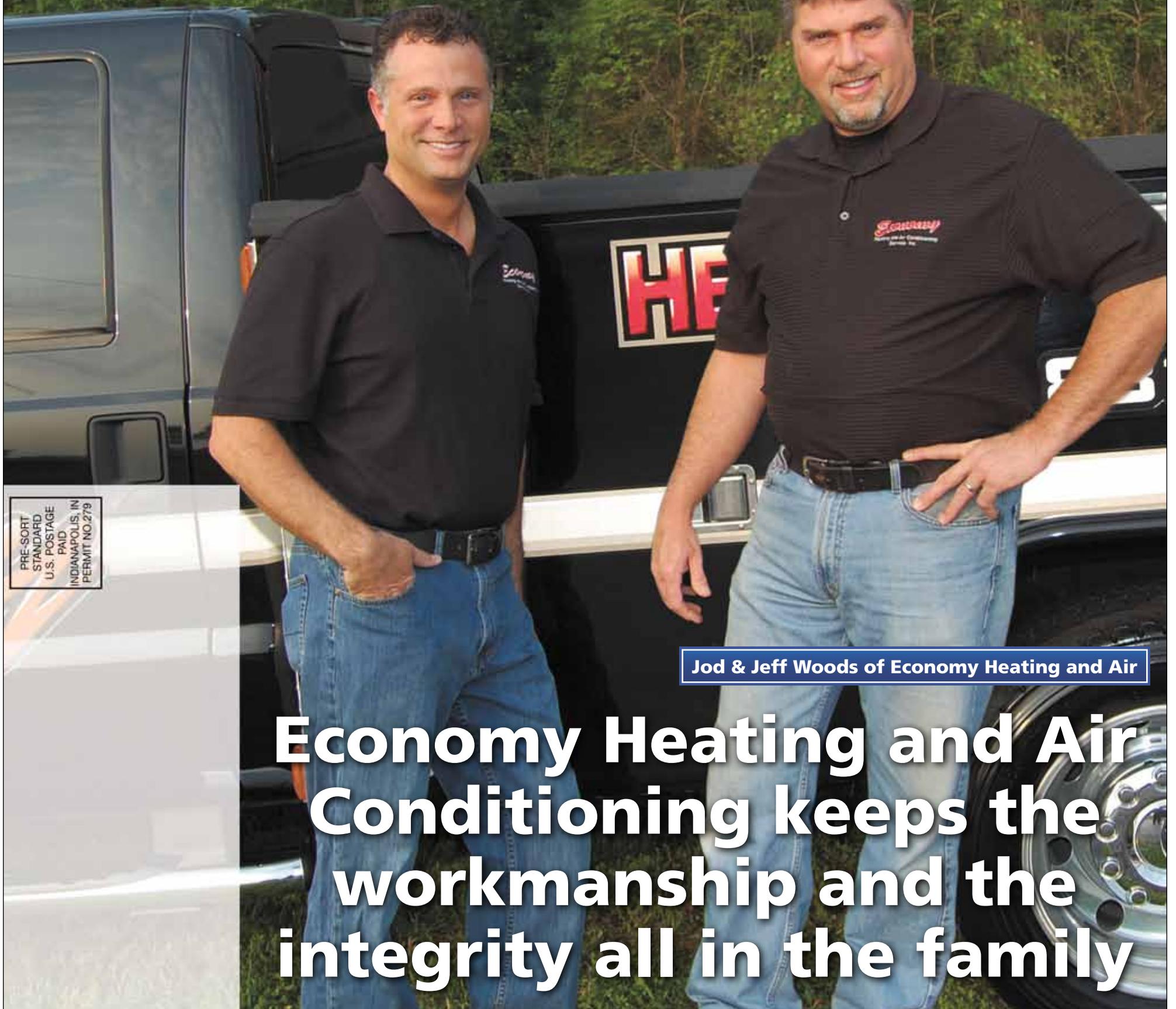


Where Morgan County Business Comes First

BUSINESS LEADER

MORGAN COUNTY

June 2011



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Penny Scroggins, Carl Scroggins, Dr. Tom Parell, Diana Scalph and Jim Hess



Steve Behr, Jim Hurley, Angie McGregor, Marvin McGregor and Jim Hess

Morgan County Business Leader first-ever cover party tremendous success

By Bob Sullivan

Morgan County Business Leader

The Morgan County Business Leader held its first-ever Cover Party, sponsored by First Merchants Bank and Jones Crossing Banquet Hall, on April 19 in Mooresville. The event honored business men and women featured on the cover of the publication going back six months—November 2010-April 2011.

Businesses celebrated included Diana Scalph from the Yoga Studio, Carl and Penny Scroggins of Bear Hardware, Dr. Tom Parell of St. Francis Pet Hospital, Jimmy Hurley of The Boys and Girls Club of Morgan County, Marvin and Angie McGregor of Phat Macc's Fitness and Duke Energy of Morgan County. Guests enjoyed great food, wine samples from White Owl Winery, and music by Few Small Fish.

Morgan County Business Leader Owner/Publisher Jim Hess organized and emceed the event. Each business owner featured was recognized and called forward to receive a copy of their cover in an elegant display frame.

Hess first recognized Diane Scalph, who thanked her husband (Steve Scalph, owner of "Sign Here") for "allowing me to build my studio onto the house all those years ago." As further proof of her success, she excused herself to lead a yoga class.

Next, Hess introduced the December 2010 cover business, Curt and Penny Scroggins, describing how they'd expanded Bear Hardware beyond their Nashville location and opened a second store in Morgantown, moving into a building erected in 1882 as Mitchell Hardware. On accepting their award, Curt spoke of the importance of supporting local business and to "keep us in mind for all of your hardware needs."

Hess next recognized "Dr. Tom" Parell, who observed, "The article made me take a serious look at my profession up to this point,

and of all the advertising we've done." Dr. Tom noted, "This article was the only opportunity we've had so far to discuss the technology at our disposal behind the waiting room. I think a lot of people consider us a little country veterinarian and I don't think that's an accurate perception of what we offer. This opportunity helped us communicate that."

The publication next acknowledged the grand reopening of one of the most admired and beloved of Mooresville organizations. Including the February cover, the Boys and Girls Club has been featured a total of four times in the MCBL. "From the day we reopened we've continued to see the support of the community," said Unit Director Jimmy Hurley. "If your kids need someplace to go after school, we are here to help."

Hess next recognized Phat Macc's Fitness Center of Martinsville. Marvin and Angie McGregor were both present. Marvin observed, "We've received more response from this article from all across Morgan County than anything else we've done. We're very grateful for the exposure and the attention it's brought us. We're not here just to make money, but build relationships."

Finally, Community Relations Manager Steve Bahr of Duke Energy spoke on behalf of the corporation. "I love how the cover reflects the Martinsville workers. If the power goes out, these are the people who will be out there working to get it restored," said Steve. "We're often praised for how we help the community, but if the community is not prospering, business is not prospering, so investing in the community makes sense. We're coming up on 100 years of doing business in Indiana."

The event drew more than 120 people. Afterwards, Hess called the event "a great success in celebrating Morgan County business. The response from the business community has been overwhelmingly positive."

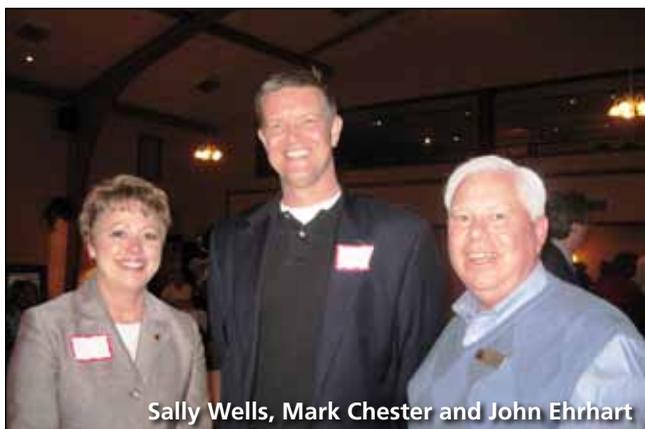
Photos by Elaine Whitesides



Steve Oschman, Mark Smith, Kevin Lollar and Nick McKinney



Steve Helming and Ryan Goodwin



Sally Wells, Mark Chester and John Ehrhart



Dennis Shirley, Leslie Myrick and Tom Barnes



Lori Cole, Patti Hunter and Julies Lakes

Partnering for success

This month we have another set of fantastic stories, and once again as I reviewed what our business leaders had to say, I noticed another common trend among them.

Karey Sims of I-70 Wrecker, for instance, described how her team of mechanics stand behind her 100%. "We all have the goal to...continue on [in a way the founder] would be proud of. The mechanics and wrecker drivers work alongside me as a team to ensure we provide the best possible customer service and satisfaction."

Dr. Susanna Aldridge of T.L.C. Animal Hospital puts it this way: "We're genuine here. What you see is what you get. I assembled a staff of four dependable, friendly people who all get along, and with a bedside manner that complements my own. I have a standing 'no drama' understanding...I wanted an atmosphere that makes me excited to come to work every day, and I think when you cultivate that at the top, it trickles down, and the pet owners pick up on it."

As discussed last month, successful businesses often begin with a vision, followed by a drive to act upon it. But another key to success, according to these leaders, is in partnerships with trustworthy people: individuals who share in your vision, bring in key skills to help it succeed, and, most importantly, contribute to a harmonious work environment.

According to Mooresville Subway owner Charlie Rogers, the rewards go far beyond success in the here-and-now. "I went from wanting to be a coach to wanting to coach my staff to be the best in the system. I've had very successful employees go on to own stores and do other things that are successful in their lives. That's part of the joy of managing people."

That joy proved so rewarding, it drew him to



Jim Hess

return as owner-operator to the same store he originally opened 21 years ago. "I enjoy motivating [my employees]. I am constantly watching and guiding gently...it's a good environment... It's kind of like a team - instead of scoring points, we're making sandwiches."

Considering the challenges of finding such harmonious strategic partners, it's no surprise some business leaders may put several years and considerable time into finding the right people. Sometimes, like in the case of George Barnes and Joe Johnson of Mid-American Manufacturing Solutions, a trusted co-worker today may become your business partner tomorrow. Still others, like Dave and Bob Jensen of Jensen Pools and More, decide to keep it in the family! (You can read about Mid-American and Jensen Pools in last month's issue, available on our website!)

We all know the strength of the family bond, and when your morals and business practices are passed down from father to sons, as in the case of this month's cover story, Economy Heating and Air Conditioning, it creates a foundation for incredible success. In this issue you'll learn how a strong father figure grounded in ethical behavior and a strong moral compass helped his sons grow the family business 200% in the last five years.

Clearly, strong partnerships are a key ingredient to successful business. I hope these stories give you some insight into how to cultivate yours.

The Morgan County Business Leader is published monthly and direct-mailed to Morgan County businesses free of charge. Subscribe at www.morgancountybusinessleader.com

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'Family' of dedicated staff serves their pet patients with TLC

By Bob Sullivan

Morgan County Business Leader

"I wanted to be a vet for as long as I can remember," said Dr. Susanna Aldridge, owner of TLC Animal Hospital and Doctor of Veterinary Medicine. "There was never anything else I seriously considered. My first pets were gerbils when I was in the fifth grade, and my parents finally relented and let me have a dog when I was 14 years old."

Dr. Aldridge earned a biochemistry degree from McDaniel College in Westminster, MD, and her DMV from Purdue University in 2001. "I chose Purdue because they had just established a case-based learning program. I was the second class to graduate through that program."

While pursuing her undergraduate degree, Dr. Aldridge worked for Eli Lilly for two summers. "I worked for their drug disposition department, studying the effects of new drugs on the liver," explained Dr. Aldridge. She also met her husband, Tim, at Eli Lilly.

She worked in Lafayette for two and a half years, and after giving birth to her son, she accepted a part-time associate position with the Veterinary Centers of America in Indianapolis. The family moved to Greenwood in 2005.

Doctor Aldridge purchased the existing pet hospital at 720 Morton Avenue in January 2008. "It was started by a well-loved veterinarian. He passed away about ten years ago, and I still hear nice stories about 'Doc Thomas,'" said Dr. Aldridge. "I love Martinsville, the previous owners were retiring, and I felt I had an opportunity to start fresh and create the ideal business environment for myself."

Doctor Aldridge explained, "We're genuine here. What you see is what you get. I assembled a staff of four dependable, friendly people who all



From left: Dr. Susanna Aldridge, Sheila Katko, Jo Chase and Adrian Grise

Photo by Dave Ashbaugh

get along, and with a bedside manner that compliments my own. I have a standing 'no drama' understanding with the staff. I wanted an atmosphere that makes me excited to come to work every day, and I think when you cultivate that at the top, it trickles down, and the pet owners pick up on it."

Doctor Aldridge prides her hospital on being a modern facility with a high level of service. "We purchased several pieces of equipment to modernize our surgery and enhance the safety. I also focus on pain management. If a person is in pain, a physician addresses that, and I strongly feel animals deserve the same consideration.

We offer high tech options you usually have to travel to downtown Indy to find, but we still take a hometown approach to animal care." Dr. Aldridge visits the Morgan County Human Society to ensure animals there receive needed medicine and treatment.

Doctor Aldridge clarified that TLC Animal Hospital is not a farm animal or large animal veterinarian. "We treat domestic house pets; that's our specialty. We can refer owners of farm animals to very good care, but we don't treat those here." Doctor Aldridge emphasized, "Dogs and cats are very different from farm animals, and I don't think a single animal doctor can treat

Tender Loving Care Animal Hospital

Susanna Aldridge, DVM
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everything and treat them all equally well."

TLC Animal Hospital includes associate vet Dr. Jessica Snyder, office manager Adrian Grise, technician Jo Chase, and receptionist Sheila Katko.

Dr. Jessica Snyder, DVM, joined the hospital in 2009 after receiving her DVM in 2008 from the University of Missouri. She writes a weekly column, Ask the Vet, for the Reporter-Times. "We're very like-minded, wanting to provide a high level of compassion and care for our pets," said Doctor Aldridge of Dr. Snyder. "I wanted someone with the same 110% commitment."

Dr. Aldridge and her husband Tim are raising two children, Spencer, age 8, and Ashley, age 5, plus Sierra and Pickles, their dog and cat. She enjoys dog training, camping, hiking and reading.

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Up or down

The Blue Chip Economic Indicators survey of 50 economists revealed a Gross Domestic Product forecast of 3.4% for 2011. That call is up from 2.5% in November 2010. Brian Wesbury, Chief Economist at First Trust Advisors, is targeting 4% for 2011. ¹

The estimated earnings growth rate for the S&P 500 is 15.4% for 2011 (as of 3/31/2011), up from 13.3% last quarter, according to Standard and Poor's. The actual S&P 500 company earnings increased 16% and revenues increased 9% according to LPL Financials Anthony Valeri. The estimates keep going up and the actual numbers still out pace them. That is a good sign of a stronger economy.

We saw a drop in the commodity sector last week. "We believe a combination of factors drove the sell-off. First, commodities had run up sharply in price setting the stage for a pull back. Second, margin requirements were increased significantly. In the case of silver, investors were required to deposit 84% more Cash to support their positions. Rather than produce additional cash we believe many investors simply used the increased margin requirements as a reason to take profits." ²

Many investors trade in investment vehicles that represent an entire sector of companies. A sector could be: financials, energy, healthcare, commodities etc. This has the unintended consequence of unfairly punishing certain companies that are in that sector, and sometimes rewarding companies that don't deserve it. My clients and I are aware of this and we tend not to make knee-jerk decisions because a particular sector has a bad day.

The question I am asked most often is "will the bull market continue." Jeffery Kleintop, chief market strategist at LPL Financial, found that, historically, "whenever the yield on the 10-year T-note was below 5%, stock prices and bond yields rose together while in the midst of an accelerating growth, low inflation climate.



Tim Corman

When the 10-year climbs above 5%, it tends to signal economic growth accompanied by inflation, and that tempers the present value of future earnings as well as equity valuations." The yield on the ten-year T-note stood at 3.2% on 5/13/2011 according to the CBOE.

The debate about the budget and deficit continues in the halls of Congress and around water coolers everywhere. I am reminded of a couple of quotes from Ronald Reagan that sum up my thoughts. "The best minds are not in government, if any were, business would steal them away" And my favorite. "The most terrifying words in the English language are, "I'm from the Government and I'm here to help"

¹First Trust Advisors
²LPL Financial

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

John Bain Joins SCI REMC Management Team

John Bain joined the management team of South Central Indiana REMC as Manager of Products and Services. Bain will provide leadership in the development, marketing, and sales of SCI REMC's subsidiary, SCI Services LLC, offering security, medical alert, long distance and metered propane gas, as well as the energy management division of the SCI REMC which offers energy management products and services to cooperative members, to help them manage their energy use, and reduce energy consumption wherever possible.



Bain has a bachelor's degree in Building Construction Management from Purdue University. He has previously served in executive leadership roles over field construction, purchasing, customer service and operations with large residential home builders spanning across multiple markets. Additionally,

Bain spent the last two years working with a church running their finances, operations, men's ministry and missions. He is married to his wife Amy of 10 years and has two sons, Carson and Colton. They are expecting their third child in June, 2011. Bain is very active with several non-profit organizations and loves spending time with his family, hiking and camping.

"It is an honor and privilege to join the South Central Indiana REMC team. I look forward to building on the successful track record of providing a value to our members through the products and services we offer."

Bain's years of industry experience will prove to be an invaluable resource for SCI REMC members. To contact John Bain directly, please call 765-352-4781 or email jbain@sci-remc.com.



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The coach returns

Original Subway owner re-purchases Mooresville location

By Elaine Whiteside

Morgan County Business Leader

For Charlie Rodgers, it's been all about team for a long, long time. He graduated from Avon High School in 1982 and landed in Miami at St. Thomas University (formerly Biscayne College) where he played basketball. Finishing school with a graduate degree in sports and business administration, he wanted to be a coach.

He got his wish in just a slightly different way.

When he returned to Indiana, he had the opportunity to purchase a Subway restaurant franchise and went for it. "When I was a student in Miami, there were quite a few Subway shops and I ate there a lot. I liked the food," Rodgers explained. "It was a new concept in Indiana. There were only five statewide and as a new franchise, it was growing."

Rodgers said he created his own team atmosphere. He liked accomplishing things together with the Subway Corporation and his employees. "I wanted good customer service, a profitable business and I thought Subway had all those ingredients to be successful," Rodgers said.

He opened his fourth location, the Mooresville Subway, in 1990. By the mid 1990s, he owned nine Subways. But his family was growing and being an owner-operator required a lot of time. So he began to sell off the locations and invested in real estate and in time with his family. By 2008, he was completely out of Subway.

"Now that my kids are older and we have traveled and visited Subways across the country, I missed it. It was part of my identity for 21 years," Rodgers said, explaining why last winter (2010) he re-purchased the Mooresville Subway. "This was one of my favorite stores. It's a good location and I like Morgan County."

This Subway has been here since 1990, May 10 was the 21st anniversary – and the original owner is back.

"It's the only one I own now," Rodgers said, admitting he has gone full circle. He talks of growing, but outside buying existing locations, he says growth is going to come in the form of non-traditional locations such as in a hospital or perhaps the airport.

"I think there's some fate in everything we do in life," Rodgers said, "I went from wanting to be a coach to wanting to coach my staff to be the best in the system. I've had very successful employees go on to own stores and do other things



Charlie Rodgers and Anne Gray (Store Manager)

Photos by Elaine Whitesides

that are successful in their lives. That's part of the joy of managing people.

"I enjoy motivating (my employees). I am constantly watching and guiding gently. I think my employees enjoy working here because it's a

good environment, no grease, interaction with customers on every transaction. I get to know the employees on a personal basis. It's kind of like a team – instead of scoring points, we're making sandwiches."



Charlie Rodgers

His belief in the Subway product or franchise never wavered. He said, "I think the franchise speaks for itself. When I first got involved, it was a lunch targeted market. Now it's popular with older people, kids, everyone. The healthy message was always there."

He says people are now more conscious of what they eat. He said, "I think Subway, as far as quick-serve restaurants, stands above the rest with all the vegetable and meat options. I like being in the customer service business when you have a product you believe in. I feel strongly about that."

He has the numbers to support his position. This one store alone will use 20,800 pounds of tomatoes, 2,600 pounds of onions and 10,400 pounds of lettuce on more than 109,000 loaves of bread in a year.

He says it's like any other small business. "You have to be involved. I am here on a daily basis for the future. You can't be an absentee owner and run a small business."

Rodgers says he likes being in Mooresville. "I like the smaller communities. You can get more involved with community service, customers and marketing your store. I think that's part of the ingredients in running a successful small business. Being in a small community, you get to know people easier. That's what I enjoy about Morgan County."

Subway

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e-mail: charlierothers@sbccglobal.net

Ready, Set, Quit hosts passionate gathering

The Healthier Morgan County Initiative and the Ready, Set, Quit Coalition, organized a public gathering Thursday evening, May 12, at the Morgan County Administration building to discuss the next steps toward a smoke-free air policy in Morgan County. Since the Indiana General Assembly's failure to pass a statewide bill, many health advocates believe Morgan County should move forward to protect residents from secondhand smoke.

"We had a great panel of experts who presented a great deal of statistics and explained how secondhand smoke affects the body," said Jennifer Walker, project coordinator for Morgan County Ready Set, Quit Tobacco. "The discussion had the crowd fired up!"

Points included:

- Legislators are not persuaded by the health arguments of the smoking issue.
- The panel examined the positive economic growth proven in states with active policies in place
- Plainfield and Avon, which have public smoke-free ordinances in place, have seen greater revenue and new restaurants moving to the area.

Alice Curry, a nonsmoker and lung cancer survivor, was exposed to secondhand smoke in teacher's lounges and corporate offices throughout her career. Curry testified about her Stage IV lung

cancer diagnosis in August 2009.

The event was moderated by Brian Culp, managing editor of the Mooresville/Martinsville Reporter Times. Other speakers included: Beverly G. Smith RRT/CPFT, Coordinator of Pulmonary Rehabilitation Services, St. Francis Hospital; Kim Williams, American Cancer Society; Michael McDonald, Tobacco Free Hendricks County; Harry C. Genovely, M.D., St. Francis Medical Group Indiana Heart Physicians; Susanna L.K. Aldridge, DVM, Veterinarian, Tender Loving Care Animal Hospital; Darin L. Wolfe, M.D., Pathologist, Morgan Hospital & Medical Center; and Paul Broderick, MD, Morgan County Health Department.

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The fourth dimension of effective marketing communication: Devising your communication plan

Presented by Bob Chenoweth

After three articles in this five-part series, we've covered how to define your target market, how to design your brand to appeal to that market, and how to develop your online and offline marketing presence. Next month I'll share how you can deliver your messages to create customer buy-in through awareness and trust. But first, of course, you need to have a communications plan. Here's how to build one:

Before you can work your plan...

...you must, naturally, plan your work. And make no mistake: developing and delivering marketing communications – specifically, content – IS work. Hard work. Sometimes mentally exhausting work, even when you are sharing information you feel passionately about. But it does get easier with practice and discipline and commitment...and, of course, a plan.

Every plan should begin with the end in mind. So what's your goal? Ultimately, perhaps, it's retiring to a private island in the South Pacific. How do you get there? By making lots of money in a successful business with satisfied customers who trust you enough to buy your products or services. How do you create trust? By providing helpful information and being recognized as an expert before during and after the sale. And how can you become recognized as an expert? Through strategically planned and thoughtfully delivered content.

Just What IS "Content"?

"Communication" and "content" are much the same, but there can be a distinction. Communication can encompass all forms of sender/receiver interaction, including verbal (in-person, phone, Skype, etc.) messages committed only to memory and otherwise lost in the ether. You can think of content, however, as communication with a business purpose. It consists of messages shared via some form of media, including print, Web, video and social. Because these media – especially online – can be discovered over and over again, social media consultant Jay Baer calls content an "information annuity". Ann Handley and C.C. Chapman, writing in *Content Rules*, remind us that content can attract and educate customers, overcome resistance, establish credibility, tell your story, build buzz and establish a base of influential followers. Remember this: Content builds relationships, and relationships build businesses. But you'll need a plan.

Creating Your Plan

In developing your communications plan, this should be your mission: To deliver the right messages to the right targets at the right times via the right media.

The right messages tell your story; they humanize your business and resonate with authen-



Bob
Chenoweth

ticity. They utilize keywords intended to position you as the "go-to" expert and boost your search engine rankings. When considering keywords to include, focus on three to five as you deliver your content over time. If you operate a small business, opt for "long tail" keywords that appeal to a tightly defined and serviceable niche.

The right targets are those prospects who want and need what you have to offer, and will value what sets your business apart from the competition. I covered how to define your target market earlier in this series. You can find it online at www.morgancountybusinessleader.com or at www.TipTopics.com.

The right times to reach these targets are at planned intervals so you stay "top of mind" (with the added benefit of building an online base of content your targets can find when they are ready to buy). Establish an "editorial" calendar to stay on track with your communications. Your frequency of contact will depend on your target markets and your media mix.

The right media are simply those channels your targets use and respond to. Are your targets on Facebook? Use it. Do they use email? Connect with them there. Do they read the Morgan County Business Leader? Advertise in this publication to drive traffic to your website where readers can opt-in to your content platforms.

After you've chosen your media mix and your message themes, you'll need to create and deliver that content. This is where it truly gets difficult for most of us...and that's why I'll cover that process in the final column in this series. So stay tuned!

The Bottom Line:

Today, every business operator must be a marketer and every marketer must be a publisher of content. Why? Because content IS king. Content enables connections. Content creates dialogue and engagement and relationships. Content is a linchpin to your success. Want to learn more about how to plan and deliver the right content? Contact me. I'll be glad to help.

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@chenowethnow.com) (317) 831-7760 (Office) (317) 402-2613 (Cell)

Economy Heating and Air Conditioning, Inc.

workmanship and the in

By Bob Sullivan

Morgan County Business Leader

Jerry Woods started Economy Heating and Air Conditioning out of his home on the southwest side of Indy in 1976. He moved the family to Mooresville in 1980. Today, over 30 years later, Jerry's sons Jeff and Jod have grown the family business into a second generation success story built on a foundation of quality workmanship, reliable products, and—what they value most—a reputation for dealing honestly and fairly with their customers.

According to Jeff, their father had worked in the industry four years prior to striking out on his own. "The company he worked for went out of business, and he wanted to set his own standards and represent his own work." Jod added, "Like any other industry, you have good and bad contractors, and he wanted his work to speak for itself as honest and reputable, rather than being associated with something that may not represent what he was really about."

Jeff and Jod assumed control of the company in 2005, they each learned under their father for years the skills as well as the ethics needed to excel as heating and air conditioning technicians. "We had a long time to learn the attention to detail that was so important to him," said Jod. "We grew up in the business, even before we were officially of working age. If we weren't in school, we were with Dad handing him tools." Both Jeff and Jod admit that, because their career path had been laid out, neither ever seriously entertained doing anything else.

Economy Heating and Air Conditioning, Inc.

Jeff and Jod Woods, Owners
9116 N. Karen Dr
Mooresville, IN 46158
317-831-5279

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stephanie_woods@economyheatingandair.com
"Family owned and operated since 1976."

Jeff describes their education as "perpetual. We're all required to maintain our EPA certifications to handle refrigerants. (Brother-in-law) Dan carries our NATE (North American Technical Excellence) certification, which is unique in our industry.

Jeff described the day they took over the company. "Dad's health was failing. Fortunately, it was a gradual process, but we

knew the day was coming, and we were all in agreement about what to do when he said he wasn't capable of continuing. It was a sad day, but it had been planned for ahead of time. There was no big discussion or decision to make, we already knew our roles."

Since 2005, the Woods family has worked hard to take their father's vision forward. "Dad set a solid foundation for us," said Jod. "He gave us what we needed to take it forward. Since 2005, business has increased about 200%. Most of our business comes from recommendations. We maintain units for customers that Dad installed over 30 years ago."

Economy Heating and Air Conditioning built upon their partnership with Trane, whose product line the company installs exclusively. "Changes in the industry helped us grow. Systems have become more efficient, and Trane is a leader in those innovations. It's no longer just about keeping the home cool, but about keeping people more comfortable. Systems today run more efficiently, use less power, filter allergens, and affect the humidity of the room. We install systems that directly affect air quality in a number of positive ways beyond heating and cooling," explained Jod.



From left: Jod Woods, Devin Woods, Dan Marshall, Darin Woods and Jeff Woods

Air Conditioning keeps the integrity all in the family

Economy Heating and Air Conditioning offers a full line of Trane Heating and Air Conditioning systems, specializing in home installation and service. Services include installation, repair and replacement for custom and existing homes. Jod observed, "We focus strictly on the comfort aspect of the home, and we feel we do it more thoroughly and completely than anyone else out there. As a small company, we can offer the individual attention of a one-person independent contractor but we

have the resources you might find from a larger Indianapolis corporation. That makes us unique."

Jeff added, "We are committed and focused on Morgan County, plus nearby Hendricks and Johnson. In theory, we could make more money if we took business out to Indianapolis or Bloomington, but by sticking to our local area, we provide the best level of service to our customers. Our response time would work against us, and we'd have to rush to finish up."

Jod summarized the mantra of the family business: "Although Dad has retired, we still abide by the rules he instilled in us over the years."

Family Tree/Employee Roster

Jeff Woods: **President**

Jod Woods: **Vice President**

Stephanie Woods: **Office Manager** (Jod's wife)

Daniel Marshall: **NATE Certified technician** (Stephanie's brother)

Jeff and his wife Lisa have two sons: Darin (21) and Devin (17), who are both employed with the company.

Jod and Stephanie have three sons: Taylor (11), Layton (8), and Preston (4).

Daniel Marshall and his wife Rhonda have one daughter Alivia (17), and two sons, Dalton (7), and Wyatt (4).

The family is very active in the Good Shepherd Baptist Church of Mooresville, which they've attended since 1984.



A sound strategy for selecting the right supplier

Freelance writers and other creative service providers are accustomed to taking calls about the services we deliver. While the calls I receive focus on learning more about what I do, they also give me great insight into whether I really want to do business with the callers.

Prospects often lack experience working with suppliers such as writers and graphic designers. Because of that, they base their investigations on factors that are inherently flawed or not well-thought out.

For example, many begin the conversation by asking for an hourly rate. When one does, I know that I'm not going to get his or her business. It isn't that my fees are exorbitant; it's that a veteran supplier with a healthy business won't win when price is the primary metric.

When you're hiring any kind of professional, price should be secondary to expertise, knowledge and talent. If you're facing serious criminal charges, hiring the cheapest attorney isn't likely to deliver a happy outcome. If you've been diagnosed with some dreaded disease, you want the top specialist, not the most affordable. And when you need to look your best, you'll walk right past that \$4 barbershop.

Low hourly rates also provide a form of false economy. Some-



Scott Flood

one may charge half as much, but if it takes them four times as long to handle the work, they're actually twice as costly. Or they may lack the experience or talent your company needs.

What should you focus on? Business practices and work approaches. For example, how long has your prospective supplier been in business? Suppliers should follow practices that demonstrate they take their-and yours- very seriously.

Ask for names and numbers of other clients, and call to see what they think of the supplier's business practices. Does billing match estimates? Are deadlines taken seriously? How have problems been addressed? Most of all, how have you been treated?

Study some of the supplier's past work. Instead of focusing on words and design, concentrate on the thinking behind them. You want to hear evidence of strategic and innovative thinking built

around the clients' needs.

Ask about challenges the prospective supplier has solved for other clients. Look for specifics, particularly where results are concerned. There's a big difference between "I think it worked pretty well" and "this ad increased sales by 26 percent." The supplier should speak favorably and respectfully of other clients. Watch out for a lot of "I did this" and "I did that"- instead, you should hear evidence of collaboration.

The best measure of a supplier's success is often repeat business. While there's always some turnover, look for client relationships that are measured in years. That's a sign that the supplier is doing something right.

Your ultimate goal is to have the confidence that the supplier will be focused on helping you further your business goals, rather than simply padding his or her checking account. Asking the right questions and reviewing the right kind of information will go a long way to doing that.

Scott Flood creates effective copy for companies and other organizations. To learn more, contact him at sflood@sfwriting.com or 317-839-1739

The best measure of a supplier's success is often repeat business

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

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.

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

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.

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 Owen 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.

Rainmakers:

On the second Tuesday at 7:30 AM at Stone Creek Dining Company at Metropolis Mall, Plainfield. Rainmakers has 50+ meeting per month, including noon and evenings, for more information visit www.GoRainmakers.com.

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, e-mail: 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.

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Aaron, Clyde, Kathy and Adam Scott

Eagle Pines Golf Club Overview

Eagle Pines Golf Club opened as White Rock around 1961 as a nine-hole course. In 1969, the course was purchased by PGA Golf Pro Jim Vaughn. Dwight and Rosalyn Ladd purchased the course in 1980 and renamed it the Mooresville Country Club. In 1990, the Ladds expanded the course to 18 holes. In 1998 the Scotts took over the course and renamed it Eagle Pines.

Eagle Pines is a semi-private 18-hole course of moderate difficulty, making it ideal for friends, families and corporate gatherings, and a challenging course for players of all levels. The course features gently rolling terrain, four ponds and numerous trees.

Recent improvements to the course include the paving of all golf cart trails, installation of additional watering wells for enhanced course upkeep, free GPS systems in all golf carts, and a "fully loaded" pro shop featuring an array of top-brand equipment for players at all levels

Community and tournament highlights:

See the website or call the course for details and complete schedule

June: Kids' Camp Ages 8-14

July: Billy Windisch Memorial Tournament (funding scholarships for high school seniors on the Eagle Pines staff)

Thanksgiving Weekend: "Turkey Shoot" Golf Tournament benefitting Churches in Mission Home of the Mooresville High School Girls' Golf Team; Paul Hadley and Decatur Middle School Teams

Mooresville golf course focuses on serving the local community

By Bob Sullivan

Morgan County Business Leader

Kathy Scott was an elementary school teacher for many years in Mooresville. Her husband, Clyde, worked with IPL for almost as long. But they both loved golf, and with 25 years each invested in their respective careers, they walked away from their "day jobs" to face the daunting venture of golf course ownership.

In 1998, when they heard the Ladd family, owners of the Mooresville Country Club, wanted to sell the course, The Scotts expressed an interest. "In the months after that conversation, I'd researched the opportunity pretty thoroughly," Clyde recalled. "By the time the Ladds got back to us, we'd talked ourselves into it."

The Scotts took ownership of the course in February of 1999. Wanting to rebrand from scratch, they changed the name to Eagle Pines. "The course has lots of pine trees," noted Clyde. Kathy quipped, "We're still looking for an eagle." Clyde notes, "The course has always been a municipal course—the blue collar, family

friendly option. We'll never be swanky, but our goal was to be the best municipal course out there."

Clyde remembered that, as a young boy, once a year, extended family would visit for the Indy 500. They'd take a trip to the Martinsville Golf Course. "If I got up early enough, I could drag Dad's clubs around with a pull cart. I told my Uncle Pete (Pete Armstrong, the Decatur basketball coach the Armstrong pavilion is named after) I wanted to learn how to play. He took me to a little driving range once a week over the summer, and I grew to love it," said Clyde. "I've always loved golf, played golf in high school, and wanted to get involved in the business, but I never thought I would own a golf course." Kathy joked, "I took up golf after we got married because I realized I would have to if I wanted to see him."

Clyde admits he purchased the course with the idea that "I would tend to it on the side. I realized pretty fast that would not work."

Clyde commented on the recent trends in golf courses. "They attach themselves to housing editions and hang a banner as the longest or the toughest. The average golfer is going to get clobbered on a course like that. We cater to the person who plays two to three times a week looking for exercise, to enjoy time with their friends and to walk the landscape, who, over time, want to see an improvement in their game."



In the summer, Kathy says they hire as many as 25 course attendants, many of them from area high schools. "We pride ourselves on our service—we welcome our visitors as enthusiastically as our regulars and make them feel at home."

"We never expected all the relationships we'd form with this community," said Kathy. "It's a huge bonus and a blessing."

Clyde and Kathy were high school sweethearts at Mooresville High School. Happily married 37 years, they've raised two children: Aaron and Adam, who are both employed with the golf course.

Eagle Pines Golf Club

Clyde and Kathy Scott, Owners
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I-70 Wrecker continues legacy of quality and service

By Bob Sullivan
Morgan County Business Leader

I-70 Wrecker Service opened for business in 2000, started by mechanic Chuck Blaschke, with a goal to create a “family” of talented mechanics. For the next five years, they built their reputation on providing customers with outstanding workmanship and repairs—mainly for diesel semis, but they knew their automobiles, too—coupled with friendly, outstanding customer service. I-70 Wrecker, as the name implies, originated off the Little Point exit off I-70. (Exit 51 between Monrovia and Cloverdale.)

Karey Sims, pictured above top right, joined the team six months after the business started as the office administrator and dispatcher, never imagining the position as anything other than an office job. “I sure didn’t know much about trucking back then,” Karey laughed. “I was taking college classes toward a psychology degree,” Karey recalled. As months turned into years, and under Chuck’s guidance, Karey learned how to supervise the mechanics along with office management.

Then in 2005, tragedy struck. Chuck was in a serious car accident that took the life of his wife. Chuck also suffered severe head trauma which ultimately resulted in a forced early retirement from the business. “He was the glue, the rock, of this operation,” Karey recalled. “Our focus at the time was to keep the business going, so he’d

have someplace to return to when he got better. Eventually, we had to face the reality that would never happen.”

In 2007, Karey partnered with Eddie Blaschke, Chuck’s brother, to restructure the business to go forward. (Currently, Karey is finalizing the paperwork to become sole owner.) The business relocated to its current facility at S.R.67 in Camby. “Eddie knew the landlord. When we couldn’t reach a new agreement at our previous location, we moved here.”

Karey says the mechanics support her 100%. “We all have the goal to keep the business alive and to continue on as the business Chuck would be proud of,” said Karey. “The mechanics and wrecker drivers work alongside me as a team to ensure we provide the best possible customer service and satisfaction.”

Karey notes, “We staff ASE-Certified diesel and auto mechanics, with continuing education as a part of the process, and can tackle just about any problem, from an oil change to a complete overhaul. We’re a one-stop shop, which sets us apart.”

Karey said their challenge when they moved in 2007 was three-fold—first, establishing themselves in their new community. Secondly, making their long-term customers aware of the move, and finally; “In many cases, it took our customers going somewhere else before they realized we were worth the 13 mile drive to get the service they were used to receiving,” said Karey. “I’m a

consumer just like anyone else, and we treat our customers the way we would want to be treated. Our customers depend on us and we take that seriously.

“Business has been growing. We hired five new people in the past year alone, growing to 11 people total, and our turnover has been low.”

Karey remembers 2008 as a challenging year. “Gas prices shot up sky-high, and we saw a lot of owner-operators drop like flies.” Karey says they have a cooperative relationship with the other local garages. “We understand that we can accomplish a lot more by working together, and there is plenty of work for everyone.”

Karey grew up in Eminence, Indiana. She is getting married in September to Dusty Crone. Karey and Dusty live on a farm in Monrovia.

“A lot of people ask us if we need to change

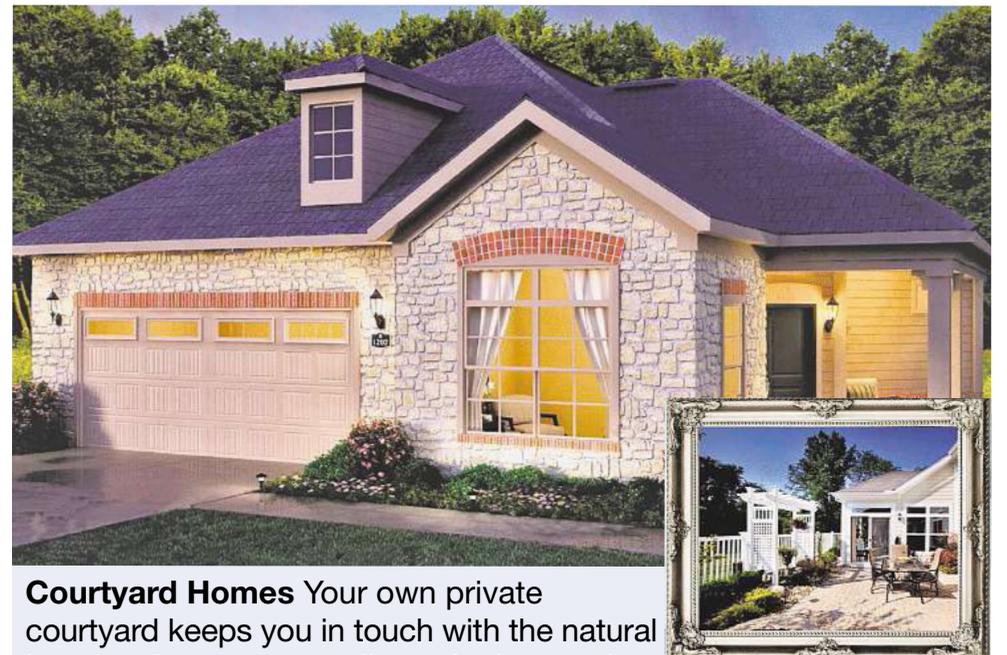
I-70 Wrecker Service

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our name to SR-67,” said Karey. “Our name is who we are. It’s what Chuck created, and I wouldn’t think for one minute about changing it.”



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The real reason why time management systems don't work

First there's some ground work we need to cover before I let you in on the secret of why time management systems don't work.

Secret One: The actual doing of your service isn't where the money is. As a matter of fact, it's the least valuable thing in the business and it's the easiest to outsource.

Secret Two: The real money to be made isn't in your service or product... it's in the selling of your service or product.

We'll use those two statements as a foundation for our motivation to get really good at time management!

The last week of April, I went to Chicago to see, hear and learn from several speakers one of which was Dan Kennedy. Dan is a true living legend in the marketing, copy writing and selling to the affluent world. It was a real eye opener for me in many ways. Specifically for the concept I'm about to let you in on regarding time management.

Dan said, "The best time to have done a 'something' is when it should have been done. The second best time is NOW!" For me that was a liberating statement. Too many times I am late on getting something started and then I used to just kind of give up. With that one statement as a guiding principle, I can start a project or campaign, even if it's late. At least it's started and now will come to completion.

Another little trick is to, even before a thing is started, to announce when it will be available and thus create a self imposed deadline. I don't know if you know this or not, but most of us work best when there is a deadline.

Here is the big secret why most time management programs do not work. There are three main components of time management.

One: the methodology.



Jack Klemeyer

Two: insufficient motivation to take on the task.

Three: insufficient pressure to get the task done.

This last one really rings true. How many times have you rewritten your to-do list on the next day? I know I have. At one time, I actually thought about having a rubber stamp made with some of my daily tasks on it.

Most every time management program focused on the methodology of time management as a matter of fact it's almost 90% of the time. The question is, what percentage of successful time management/productivity skills are based on the methodology. The answer: Only 10%! Yet most all systems focus on the methodology. The most important of the three components is motivation. It alone is responsible for 70% of the success rate for time management. Second would be appropriate pressure coming in at 20%.

The reason why most time management systems don't work... they focus on the wrong things. It's not the methodology. Insufficient motivation is the key thing to fix to improve your productivity/time management. Second, and it naturally would be if you had the proper motivation, would be sufficient pressure. My favorite author, the late Jim Rohn said, "When the why gets stronger, the how gets easier."

Jack Klemeyer is the founder and head performance coach of GYB Coaching (www.gybcoaching.com). Contact him at Jack@GYBcoaching.com.

Extreme Makeover: Mooresville Edition June 11th!

The Mooresville 2020 Committee has put out the call to local businesses and residents to help beautify Mooresville. They've targeted Saturday, June 11th as Extreme Makeover Mooresville Edition Community Clean-Up Day. The plan is for businesses and individuals to "adopt" a section of town to beautify that day.

In order to make this a truly coordinated effort, anyone interested in participating should sign up to "adopt" their section at Autumn Whispers (25 East Main Street in Mooresville) before June 9th, or call Lori Cole at 317-831-7817. "We are looking for businesses, neighborhood organizations, clubs, church groups, and, in general, anyone who will take a lot, street, alleyway, business property, or any area needing cleaning up," said Mooresville 2020 committee member Bud Swisher. The Mooresville 2020 Committee encourages all participants to submit their "before" and "after" pictures to the Mooresville 2020 Facebook page.

Take a multivitamin?

I am always interested in the comments I get from patients when I ask them if they are taking any nutritional supplements such as a multivitamin. Most people tell me they take a local store-bought multivitamin, but a good number of people feel that taking vitamins will simply give them expensive urine. It is a constant struggle on my part to convince large numbers of people, and doctors, that a good multivitamin should be an essential part of their daily diets. If you are wondering what makes a good multivitamin I would suggest reading the article Multivitamin Quality at www.alcmooresville.com.

Given the state of health in our country it is imperative we begin to pay close attention to our bodies. We have increased the amount of toxic chemicals in our food and environment, increased our stress and workloads to incredible levels, but we have not changed the way we take care of ourselves. It's no wonder we are sick all the time. The body requires large amounts of nutrients in order to successfully process chemical



Dr. Josh Healy

toxins, medications, and stress-induced hormones. If we do not have an ample supply of these basic nutrients then the body begins to rob other systems in order to process these harmful items.

If you are still unconvinced then I would turn your attention to the research performed by Dr. Bruce Aimes, a toxicologist from U.C. Berkley. Dr. Aimes states through his research that deficiencies in certain nutrients will mimic DNA damage caused by radiation, and that we should equate nutrient deficiency with radiation exposure. Long story short, take a good multivitamin.

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You + Big Ideas = Money to start your business

Jon Speer of Creo Quality and Jerry Waldon of Waldon IT Solutions announce the launch of the second annual Morgan County Big Ideas competition.

"The 2010 competition exceeded our expectations, and we knew we had to continue this program," stated Jon Speer, Managing Partner of Creo Quality (based in Morgan County).

Another Morgan County business, Waldon IT Solutions is also on board for the second year in a row.

Speer and Waldon set up the "Morgan County Big Ideas Fund" at the Community Foundation of Morgan County last summer. In 2010, over \$2000 was raised and awarded to four winners. One of the 2010 Big Ideas contest winners has

since started her own business. Those individuals, businesses, and organizations interested in contributing to the fund can mail these directly to the Community Foundation, indicating the Morgan County Big Ideas Fund. All contributions are tax deductible.

"We believe Morgan County's future depends on entrepreneurs and small businesses," stated Speer. Both Waldon and Speer provide services to support small businesses. In 2010, over 20 ideas were submitted. Waldon and Speer hope to see at least this number in 2011.

For more information about Morgan County Big Ideas, visit www.morgancountybigideas.com, email info@creoquality.com, or call 765 315 2736.

New Meeting Day for Morgan County Toastmasters

Morgan County Toastmasters Club begins a new meeting schedule as of May. The weekly meetings will now be on Thursdays beginning May 5 from 6:00 to 7:00 p.m. The club meets at the Academy Building, 250 N. Monroe St. in Mooresville.

"Toastmasters is a self-improvement group for people who want to be more effective in meetings and when presenting their ideas to groups," said Tom Zoss, current club president.

Members range widely in age and backgrounds, reflecting how many people can benefit from the relaxed and supportive meeting structure. Toastmasters use manuals designed by educators to benefit step-by-step and improve their organizational and presentation skills in both prepared and extemporaneous situations.

Toastmasters International began in 1924 and has grown to become a world leader in helping people become more competent and comfortable in front of an audience. The nonprofit organization now has nearly 250,000 members in more than 12,500 clubs in 106 coun-

tries, and offers a positive and friendly way to practice and hone communication and leadership skills. Meetings do not use an instructor; instead, each speech and meeting is critiqued by other members in a positive manner, focusing on what was done right and what could be improved. The idea of the club is that good communicators tend to be good leaders and everyone can improve the way they interact with others, contribute to meetings, and work with peers.

Guests are always welcome at meetings. For more information please call the Community Foundation of Morgan County at toll-free at 855-280-3095.

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submit your business / product / technology ideas into the Morgan County BIG ideas Competition

Did you miss the first Morgan County Big Ideas competition? Don't worry — we're doing it again. Submit your ideas at www.MorganCountyBigIdeas.com.

Hurry, the contest ends soon!"

Are you willing to donate \$25, \$50, or more to support the cause? Contact us at info@creoquality.com or 765 315 2736 to learn more. You can also mail your contributions to the Community Foundation of Morgan County (indicate 'Morgan County Big Ideas Fund'). All contributions are tax deductible and will be awarded as cash prizes to the contest winners.

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Joel Markland
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GREATER MOORESVILLE CHAMBER OF COMMERCE

Mooreville Chamber 17th Annual Golf Outing June 8th at Eagle Pines Golf Club
Calling all golfers! Foursomes for the golf outing are only \$260, that includes everything plus a Steak Dinner! Individuals are \$65 each. Enter to win the new R11 TaylorMade Driver at the chipping contest. You can print out a registration form at www.moorevillechamber.com
For more information visit: www.MoorevilleChamber.com

TOWN OF MOORESVILLE - BUILDING PERMITS

Angela Selburg-Lisby, Crescent Ct, Camby, New Sign
David & Pamela Richmond, Arlington Drive, Room Addition
Aaron Molin, High Street, New Sign
Julie Ballard, Christner Lane, Single Family Residence
David Lowery, Charmil Street, Electrical Upgrade
Larry & Margaret Binkley, Ablington Court, Camby, Covered Deck

TOWN OF MARTINSVILLE - BUILDING PERMITS

Brian Parson, Center Street, Outside Porch Addition
Marvin Christman, Green Street, Garage Addition
Charles McGuire, Ohio Street, Porch Addition
Shook Construction, Main Street, Commercial Interior Remodel

MORGAN COUNTY - BUILDING PERMITS

Vance Paris, Cragen Road, Electrical Upgrade
Jason Alsop, Robertson Street, Remodel Residential Interior
John Black, Gasburg Road, Pole Building
Susan Carter, Paddock Road, Electrical Upgrade
Arthur Johnson, Letterman Road, Pole Building
Samuel Willard, Turkey Track Road, Pole Building
Shawn Smalling, Gasburg Road, Residential Addition
Gerry Dilley, State Road 39, Pole Building
Mr. Ratliff, Mound Street, Electrical Upgrade
Jeff Bruner, Staton Drive, Single Family Residence
Merlin King, Sedwick Road, Single Family Residence
Merlin King, Sedwick Road, Interior Remodel Residential
David Tessman, Country Way, Awning
R. Brawley, Grounds Road, Pole Building
Mapleturn Utilities, Somerset, Waste Water Treatment Plant
Jeff Wourms, Pine Needle Lane, Patio Enclosure
Arthur Deskins, Haasetown Road, Pole Building
George Gaudels, Warwick Road, Porch Enclosure

NEW BUSINESS FILINGS

Jason & Tammy Overholtz and David McAllister, Compass Construction, 1190 Robb Hill Rd., Martinsville, IN 46151

Gary Massey, Massey Tile and Construction, 2005 Plantation Lane, Martinsville, IN 46151
Williams Barrett & Wilkowsky, Cornerstone Concrete, P.O. Box 405, Greenwood, IN 46142
Bauer & Densford, Martinsville Oral & Maxillofacial Surgery, 608 West 3rd Street, Bloomington, IN 46402
Matt Bolger, Mash Catering, 611 Springmill Drive, Mooreville, IN 46158

SHERIFF'S SALES

O'Dell
1609 Robin Rd.
Martinsville, IN 46151
June 6, 2011
\$105,060.89
Rodric Bray
(765)342-6814

Baxter
437 Baxter Ct
Martinsville, IN 46151
June 6, 2011
\$342,338.56
Feiwel & Hannoy
(317)237-2727

Pirkey
249 Lehr Drive
Mooreville, IN 46158
June 6, 2011
\$65,526.68
Blommer Peterman
(219)793-9680

Hoff
1394 S Sassafras CT
Martinsville, IN 46151
June 6, 2011
\$97,058.22
Unterberg & Assoc.
(219)736-5579

Blankenship
511 Glastonbury Lane
Mooreville, IN 46158
June 6, 2011
\$140,407.32
Feiwel & Hannoy
(317)237-2727

Eggers
159 Magnolia Street
Martinsville, IN 46151
June 6, 2011
\$80,374.55
Feiwel & Hannoy
(317)237-2727

Neal
3395 Valley View Drive
Martinsville, IN 46151
June 6, 2011
\$112,997.85
Feiwel & Hannoy
(317)237-2727

Giles - Aldrich
9425 Old Port Royal
Martinsville, IN 46151
June 6, 2011
\$90,219.58
Feiwel & Hannoy
(317)237-2727

Jones
2977 W Longbranch Drive
Monrovia, IN 46157
June 6, 2011
\$160,221.64
Weltman Weinbeg & Reis
(800)910-4249

Hanks
655 Deerfield Ct
Martinsville, IN 46151
June 6, 2011
\$332,324.34
Doyle Legal Corp,
(317)264-5000

Rickard
9870 N W Union Rd
Mooreville, IN 46158
June 6, 22011
\$98,101.60
Doyle Legal Corp.
(317)264-5000

Didot
134 Allen Drive
Mooreville, IN 46158
June 6, 2011
\$60,236.27
Doyle Legal Corp.
(317)264-5000

O'Brien
9434 N Three Point Lane
Mooreville, IN 46158
June 6, 2011
\$185,056.67
Weltman Weinberg & Reis
(800)910-4249

Ream
3123 W Meadowbend Lane
Monrovia, IN 46157
June 6, 2011
\$134,522.12
Reisenfeld & Assoc.
(513)322-7000

Haight - Huls
4325 W St Rd 142
Monrovia, IN 46157
June 20, 2011
\$115,864.71
Reisenfeld & Assoc.
(513)322-7000

Milhon
117 Lewis Drive
Mooreville, IN 46158
June 20, 2011
\$113,183.63
Doyle Legal Corp
(317)264-5000

Lumpkin
1040 Indianapolis Rd
Mooreville, IN 46158
June 20, 2011
\$83,950.39
Krisor & Assoc.
(574)272-1000

Allbright
218 Oakview Drive
Mooreville, IN 46158
June 20, 2011
\$115,516.07
Foutty & Foutty
(317)632-9555

Painter - Bailey
10887 N Smokey Row
Mooreville, IN 46158
June 20, 2011
\$119,281.55
Foutty & Foutty
(317)632-9555

Swain - Scott
1365 Jennifer Lane
Martinsville, IN 46151
June 20, 2011
\$114,530.12
Feiwel & Hannoy
(317)237-2727

McCreary
251 Buddy Lane
Camby, IN 46113
June 20, 2011
\$42,693.62
Feiwel & Hannoy
(317)237-2727

Adams
6561 Clay Rd
Martinsville, IN 46151
June 20, 2011

\$133,558.18
Feiwel & Hannoy
(317)237-2727

Titlow
7096 E Candice Drive
Camby, IN 46113
June 20, 2011
\$184,830.84
Feiwel & Hannoy
(317)237-2727

Stierwalt
10893 W St Rd 142
Quincy, IN 47456
June 20, 2011
\$133,290.82
Feiwel & Hannoy
(317)237-2727

Jackson
470 Maple Lane
Mooreville, IN 46158
June 20, 2011
\$98,300.81
Rothberg Logan & Warsco
(260)422-9454

Baker
7517 N Hall Rd
Monrovia, IN 46157
June 20, 2011
\$63,897.07
Manley Deas Kochalski
(614)222-4921

Baldwin
710 S Lincoln Street
Martinsville, IN 46151
June 20, 2011
\$47,085.87
Reisenfeld & Assoc.
(513)322-7000

Stigall-Lee
5195 S Lick Creek Rd
Morgantown, IN 46160
June 27, 2011
\$140,673.90
Foutty & Foutty
317-632-9555

Parsons
870 Cash Rd
Martinsville, IN 46151
June 27, 2011
\$127,262.07
Septtimous Taylor
800-684-1606

Holmes
6002 N Rhoades Rd
Martinsville, IN 46151
\$114,849.91

June 27, 2011
Kirk Yosick
419-636-3166

Weaver
98 Morgan St
Mooreville, IN 46158
\$128873.38
June 27, 2011
Fewell & Hannoy
317-237-2727

Shirar
11561 Bethel Lane
Mooreville, IN 46158
\$115,272.00
June 27, 2011
Foutty & Foutty
317-632-9559

United Industries - Dodds Masonry Construction Co.
13075 N Jenna Court
Camby, IN 46113
June 27, 2011
\$195,712.55
Mercer Belanger
(317)636-3551

Christopher Osburn
3350 Skyway Lane
Martinsville, IN 46151
July 11, 2011
\$479,080.68
Doyle Legal
317-264-5000

Golden Corral
Weiland Investments
July 11, 2011
Barnes & Thornburg
317-236-1313

Teddy & Stephanie Ferran
870 Cope Rd
Martinsville, IN 46151
July 11, 2011
\$176,712.43
Bray, Bray & Bray
765-342-6814

Dustan & Kelli Houchens
13845 N Honey Creek Dr
Camby, IN 46113
July 11, 2011
\$257,501.48
Bray, Bray & Bray
765-342-6814

Sandra Smith
1453 Blue Bluff Rd
Martinsville, IN 46151
July 11, 2011
\$275,184.44

Foutty & Foutty
317-632-9555

Michael Platter
13077 N Becks Grove Dr
Camby, IN 46113
July 11, 2011
\$113,686.39
Zarkis Daroga
800-910-4249

Jeff N Zullo
13690 N Ayrshire Ct
Camby, IN 46113
July 11, 2011
\$157,257.13
Zarkis Daroga
800-910-4249

Jill Bush
439 Tulip Dr
Mooreville, IN 46158
July 11, 2011
\$116,660.33
Fiewell & Hannoy
317-237-2727

Mark Brackemyre
1117 Delwood Dr
Mooreville, IN 46158
July 11, 2011
\$87,901.26
Fiewell & Hannoy
317-237-2727

David & Teresa Gardner
1300 Pumpkinvine Hill Rd
Martinsville, IN 46151
July 11, 2011
\$741,133.32
Blommer Peterman
219-793-9680

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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