ISSUE
286
August
2016

WEEKLY NEWSLETTER OF THE LIBERTY COUNTY CHAMBER OF COMMERCE

Friday E-News

Check out our profiles on Social Media

Check out our QR Code,

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Liberty County Blog

THIS WEEK:

Steps to Throwing a Cast Net

Make sure to stop by our website and check out our blog in its entirety. A new entry is posted every week. You can view "The Right Blend Blog" here: http://libertycounty.org/category/news/right-blend/

Marketing Tip of the Week

By Charlene Parlett

KPI3, Part 2: In a service based business, the time it takes to travel from each job hauling equipment and personnel (or checking in and billing out each client) and setting up everything to provide the service does not directly create income. They are necessary – but what if we could reduce how many time those tasks need to be performed for the same amount of gross sales? **I am a huge fan of upselling when it is done right.** Many people have a negative connotation of the word upsell because they think of a pushy, possibly desperate salesperson trying to talk you into something you don't need or want. But you are *upsold* all the time – when you buy that pack of gum or mints at the cash register, it's an easy upsell for the retailer. Your stylist tries a new product on you that you love and decide to buy it. Your agree to buy the seasonal maintenance package when you replace your HVAC system, or go ahead and get new wipers while you get your oil changed? **Upselling is done right when a business has established trust with the customer.** It can be established with great on-line reviews and current customers who are happy to tell others about you. You can even establish trust through your selling process, knowing the balance of educating a customer and confidence in why your business is the best one for the job. **Upselling is done right when it is a win-win for both the business and the customer.** The service or product you want to upsell needs to be of real benefit to that customer. That way, BOTH of you feel good about it. Questions? Visit www.seamlesscoach.com

NATIONAL HEALTH CENTER Week

Diversity Health Center

August 7-13th

Tuesday, August 9th
Hypertension Awareness
Free Blood Pressure Check
9am-3pm

Wednesday, August 10th
Employee Appreciation Day

Thursday, August 11th
Diabetes Awareness
Free Hemoglobin Screening
9am-3pm

Friday, August 12th
Patient Appreciation Breakfast
9-11am
***while supplies last**

Hinesville & Ludowici Clinics
Call 912.877.2227 for more info
www.diversityhc.org

Diversity Health Center
preserving your health enhancing our community

GIVE BLOOD.
GIVE LIFE.

Diversity Health Center and OneBlood are hosting a

BLOOD DRIVE

JOIN US
MONDAY, AUGUST 8TH
10AM-3PM

303 FRASER DRIVE, HINESVILLE

· FOR MORE INFORMATION PLEASE CONTACT 912-877-2227 ·

Diversity Health Center
preserving your health enhancing our community

oneblood

SPLOST

SPECIAL PURPOSE LOCAL OPTION SALES TAX

Pennies for Progress

Liberty County

Community Town Hall
Monday, August 15th

6pm @ Performing Arts Center

Free to attend

Light refreshments will be served

www.libertycounty.org

VOTE YES ON NOVEMBER 8TH

FOOD DRIVE

United Way of the Coastal Empire—Liberty County

BackPack Buddies

Our BackPack Buddies Program provides bags filled with child friendly, nutritious food to school children in need for weekends and during holiday breaks.

✓ Types of Items Needed:

Please bring only shelf stable and easy to open items

Proteins & Stews

Breakfast Items

Packaged Noodles

Canned Vegetables & Fruit

Healthy Snacks

100% Juice Boxes

DROP OFF:

United Way Office
135 East Martin Luther King, Jr. Dr.
Hinesville, GA
912-368-4282

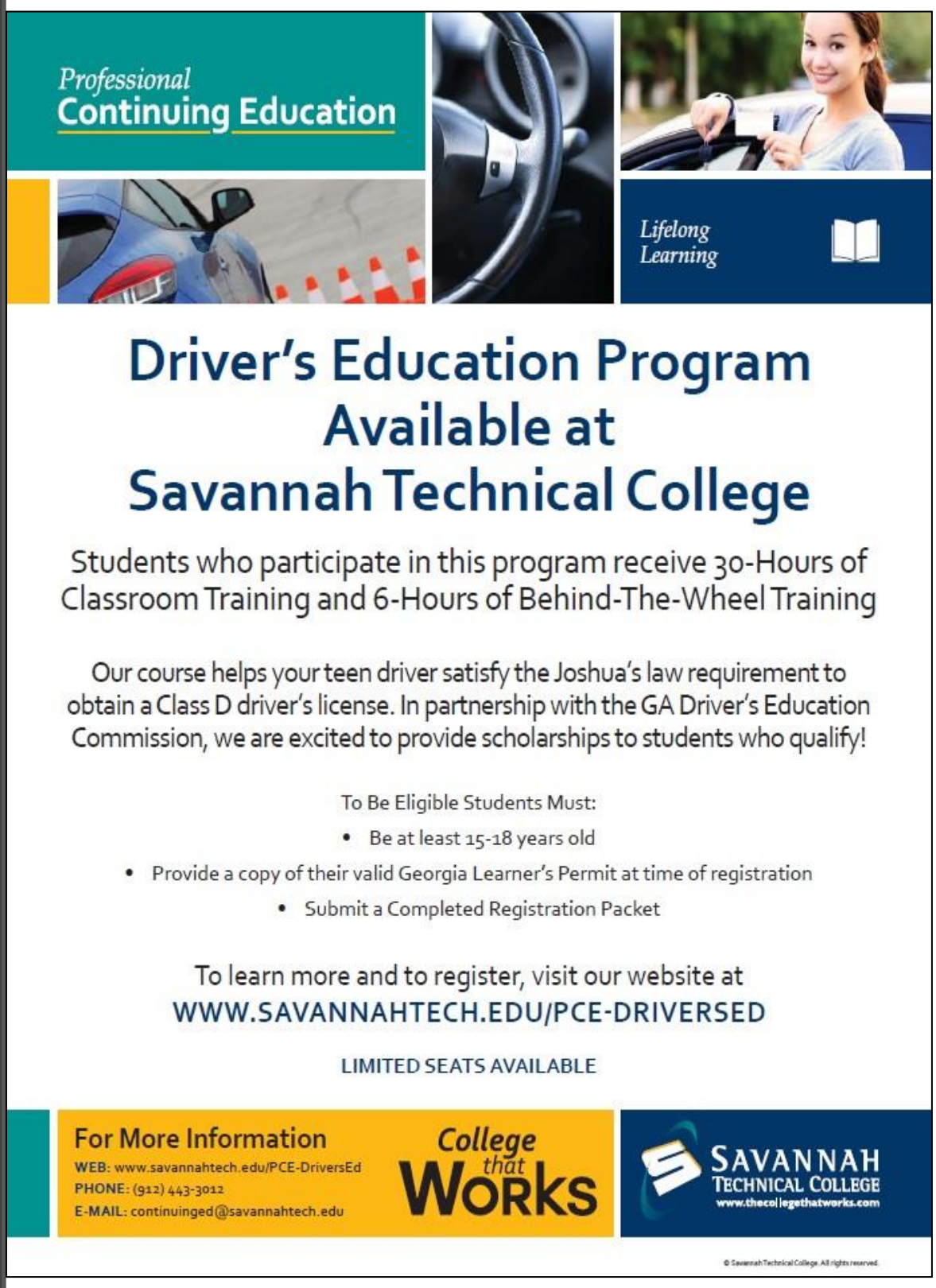
Find us on Facebook

Do NOT bring:

- *Snacks such as pop-tarts and cookies
- *Chips
- *Spam and Vienna Sausage
- *Jello
- *Candy
- *Juice Pouches

August 26th

The United Way of the Coastal Empire will be hosting a
Mass Mobile Food Drop
at the
Performing Arts Center
Friday, August 26th
11:00 am – 1:00 pm



For more information on the Driver's Education Program and to register, please click here.

The City of Midway is looking for vendors or citizens that would like to set up a booth with school supplies and goodies for our kids to help make 2016-2017 a great year. For any questions please feel free to contact Councilman Brown. 912-271-9231

District Attorney's Office
Atlantic Judicial Circuit

Red Cross Blood Drive

Friday, August 19
11:00 am - 3:00 pm

Bloodmobile - DA's Office Parking Lot
945 E.G. Miles Parkway (Hwy 196W) - Hinesville, GA

To make an appointment please contact **Laura Troutman at 876-2164** or laura.troutman@libertycountyga.com or visit redcrossblood.org and use sponsor code dao to make an appointment

Go online on the day of your donation and make your visit to the blood drive quicker! Visit redcrossblood.org/rapidpass for more information

Prevent a summer shortage. Give blood.

Download the Blood Donor App | redcrossblood.org | 1-800-RED CROSS | 1-800-733-2767

© 2016 The American Red Cross | 2016-APL-00078

NISSAN

UNIFORM EXCHANGE

Sponsored by: ASAP (A sister with a promise)

The ladies of ASAP are back at it again and we want to help as many parents as we can! That's why we're starting even earlier this year! We have set up a uniform closet exchange at Vaden Nissan of Hinesville.

If you have any gently used uniforms that can be reused for next year, please drop them off at Vaden Nissan of Hinesville at 1009 E Oglethorpe Highway Flemington, GA 31313.

This closet will be open to all students who are in need. If you have any questions, please call Shantel Butler (804)496-8394 or Yulanda Jackson (912)271-4610.

VADENNISSANOFHINESVILLE.COM

VADEN NISSAN OF HINESVILLE
That's the Vaden Way

1009 E Oglethorpe Highway
Flemington, GA 31313

LIBERTY REGIONAL MEDICAL CENTER

SURGICAL SERVICES POSITIONS AVAILABLE

Join a winning team! Liberty Regional Medical Center: Moving Medicine Forward.

DIRECTOR OF SURGICAL SERVICES

This position is for an RN whose responsibility is to oversee and direct patient care and unit flow in the Surgical Services department. This position is accountable for the overall planning, organizing, and directing of patient care activities in the Surgical Services department. Responsible for the supervision of professional or skilled personnel. This position reports to the Chief Nursing Officer.

1. Minimum level of Education: Equivalent to completion of a Registered Nurse Program; BSN preferred.
2. Licensure, Certifications & Registration: Current Georgia RN License, ACLS, PALS, BLS required.
3. Work Experience: Advanced management skills with experience in planning, organizing, implementing, facilitating, interviewing, counseling, and verbal written communications. Advanced knowledge of the nursing process and change theory. Advance knowledge of aseptic technique and its application. Advanced skills with case scheduling. Minimum of 5 years of experience in perioperative nursing.

REGISTERED NURSE

This position is for an RN whose responsibility is to coordinate the day-to-day patient care activities for patients receiving diagnostic and therapeutic services in the Surgical Services Department. Utilizes the nursing process to assess, prioritize, plan, deliver, and evaluate care provided to neonate, infant, pediatric, adolescent, adult, and geriatric patient populations. The position reports to the Director of Surgical Services.

1. Minimum level of Education: Education level equivalent to completion of an associate degree in nursing preferred.
2. Licensure, Certifications & Registration: Current license to practice professional nursing in the state of Georgia; BLS certification required, ACLS certification required within 24 months of employment.
3. Work Experience: Advanced technical nursing skills. Intermediate knowledge of the nursing process. Basic cardiac arrhythmia identification skills. Basic computer skills. Minimum three (3) months medical surgical experience.

SURGICAL SCRUB TECHNICIAN

This position is for a surgical scrub technician whose responsibility is to perform surgical technician duties for both elective and emergency procedures in a variety of specialty areas. The position reports to the Director of Surgical Services.

1. Minimum level of Education: Education level equivalent to completion of a surgical scrub technology program or documented and/or demonstrated on the job training (OJT) preferred.
2. Licensure, Certifications & Registration: Surgical scrub technology certification preferred. BLS certification required within 120 days of employment.
3. Work Experience: Basic surgical scrub technology skills. Intermediate knowledge of the nursing process. Basic computer skills.

For a great opportunity to grow with a progressive, forward-thinking organization, then come and put your talents to work with us! We offer competitive salaries and benefits package. Ask about a sign-on bonus/relocation. This is a great, team-oriented and dynamic working environment!

To Apply: **www.libertyregional.org**

Liberty Regional Medical Center is a drug-free workplace and equal employment opportunity employer.

AUGUST 16, 2016

PSCD-Savannah Open Houses are fun, no obligation opportunities to see the school and become acquainted with your Career Adviser. The Career Advisers' job is to provide you with all of the information you need to decide which course is best for you, help you enroll, make sure you have everything you need to complete the course, and they will even help you find a job! The Open House includes a presentation and light refreshments.

RSVP at

www.palmettoschool.com/open-house-rsvp-form/ or

www.facebook.com/events/563811490467792/

Westside Baptist
HINESVILLE, GA

Free

Painting Class

for women

Free Supper!

Encore Event: Monday, August 22
6-8pm (different picture)

Free childcare!

Westside Baptist Church
108 N. Welborn St. Hinesville

A step-by-step class to create your own work of art on canvas and in your life! Reserve your canvas and childcare now @ 704-840-5364 or find us on Facebook @ Westside Baptist Church Hinesville.

(Call or text Mary at the above number)

Brought to you by Westside Women

Chamber Website Advertising

We have advertising space available on our website!! This is a great way to promote your business, as Liberty County residents, visitors and Chamber members will access our site for information about Liberty County, Chamber membership, tourism and more. If you would like to place an ad on the website, please contact Joey by calling 368.4445 or emailing sales@libertycounty.org

2nd Annual De'Michael & Friends Day

August 20, 2016 at 1PM to 6PM

Hilery Park 1101 Carter Rd

Walthourville, GA 31309

Carnival Style Foods & Games

Arts& Crafts

Prizes and Music

Contact:
Tia Fraiser (912)-339-1436
Tammy Miller (912)-977-7335

To volunteer or for more info contact
Tia Fraiser (912)-339-1436

VIP Office EXPO

Food, Fun & Fantastic Prizes!

Wednesday, August 10th ♦ 10 am - 2 pm ♦ Seminars Begin at 9 am

Free Seminars are Fun and Educational!

1. Hewlett Packard Seminar
2. Janitorial Innovative New products
3. Ergonomics Seminar

(Limited to the first 15 people • For more info visit our facebook page)

RSVP NOW FOR EARLY DRAWINGS AT

vipexpo2016@vipoffice.com

Prizes

OFFICE CHAIR

OFFICE PRINTER

baldinos GIANT JERSEY SUBS

Atlanta Braves Tickets

2 $50 GAS CARDS

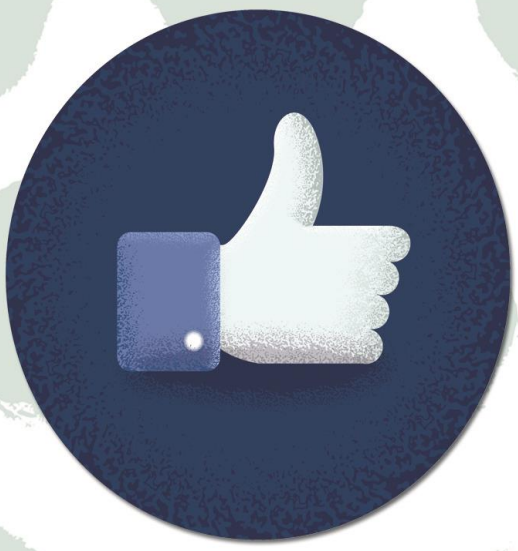
Inshore Saltwater Fishing Trip

4 Tickets ATV Park

VIP Office.com
Best Service · Best Value
109 Central Avenue • Hinesville, GA 31313
(912) 877-5230
vipoffice.com
Find us on Facebook

OFFICE FURNITURE ON GSA CONTRACT

24/7 Order Online!



We're giving away a full page ad!

Here's your chance to win a full page ad in the 2016-17 Chamber/CVB Magazine! We're only a couple hundred away from 3000 fans on our Facebook page, and we really want to get there by September 15, help us by telling your friends, fans and family to follow us!

If we reach 3000 fans by September 15 we will enter all Chamber members into a drawing for a free full page ad in our magazine!

The value is $1300!

Follow us today www.facebook.com/libertycountychamber

Liberty County
Since 1976

Classes in
Ballet
Jazz
HipHop
Tap
Gymnastics
Acrobatics
Lyrical/Modern
After School Performing Arts Program
Inspirations' Hinesville Children's Choir
Competition Teams
Sr. Line Dancing, & More
Registration is now Open!
Slots are limited
912.332.5326
www.inspirationsperformance.com
Inspirations
1661 E. Oglethorpe Suite E
Hinesville, Ga 31313

SOUTHEAST AUTO
SERVICE & REPAIR
912-876-4280
Is Your Car Ready for
The Car Pool Lane?
It's back to school and you know what that means... drop offs and pick ups. Is your vehicle ready? Make an appointment today and let us help you be ready!
✓ Oil change
✓ A/C system check
✓ Tires
✓ Brakes
✓ Tune up
✓ And much more
Open Monday – Friday 8:00 am – 5:30 pm
104B Carter Street Hinesville GA 31313
Call now and schedule an appointment 912-876-4280
like us on facebook
Southeast Auto Service
www.southeastautoservice .com

LIBERTY REGIONAL
MEDICAL CENTER

Coastal Crab for a Cause
To Benefit Alzheimers

August 18, 2016
6:00 pm

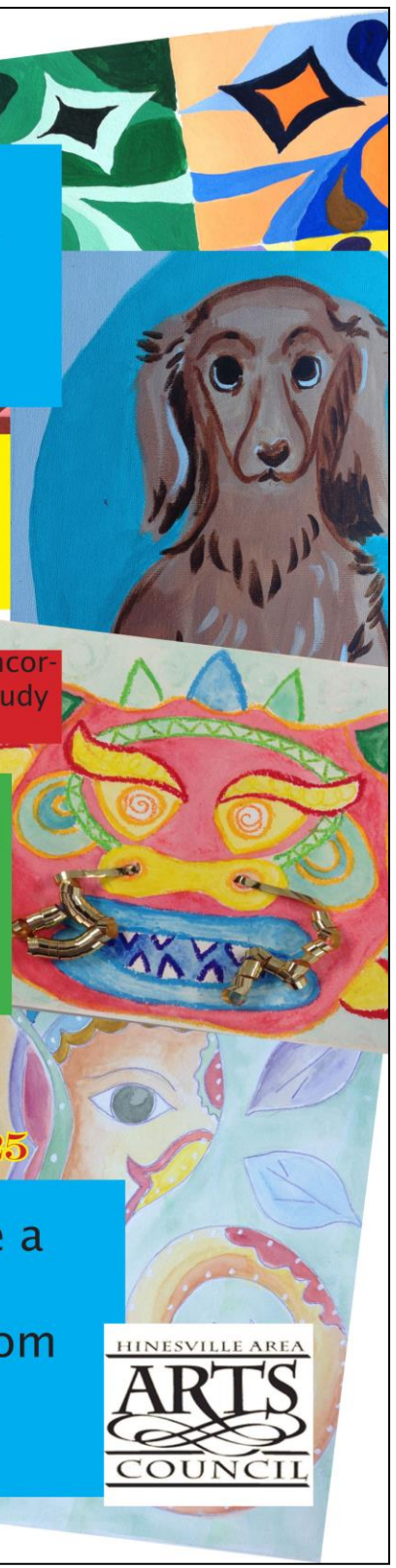
Rodeo Mexican Restaurant
Hinesville, GA

Cost:
$45 per person through August 11
$50 per person August 12 - 18

Proceeds benefit the
alzheimer's association®

Register Online:
https://www.wineandcanvas.com/wine-and-canvas-calendar-savannah-ga.html
or Contact Maria Sowell @ 912-432-3160
marisow@libertyregional.org

Hinesville Area Arts Council Youth Classes



EVERY SECOND SATURDAY OF THE MONTH

Classes focus on the principles and elements of art, incorporate a variety of mediums, and often include the study different cultures and folk art.

Ages 3 to 6	Ages 7 to 11
10:00 a.m. to 11:30 a.m.	12:00 p.m. to 1:30 p.m.

Teen classes by request

ALL CLASSES $10 OR 3 FOR $25

For more information or to reserve a space contact: Emily Scott-Graham
Email: EmilyScottGraham@Gmail.com
Call or Text: (870) 718-9414

HINESVILLE AREA ARTS COUNCIL

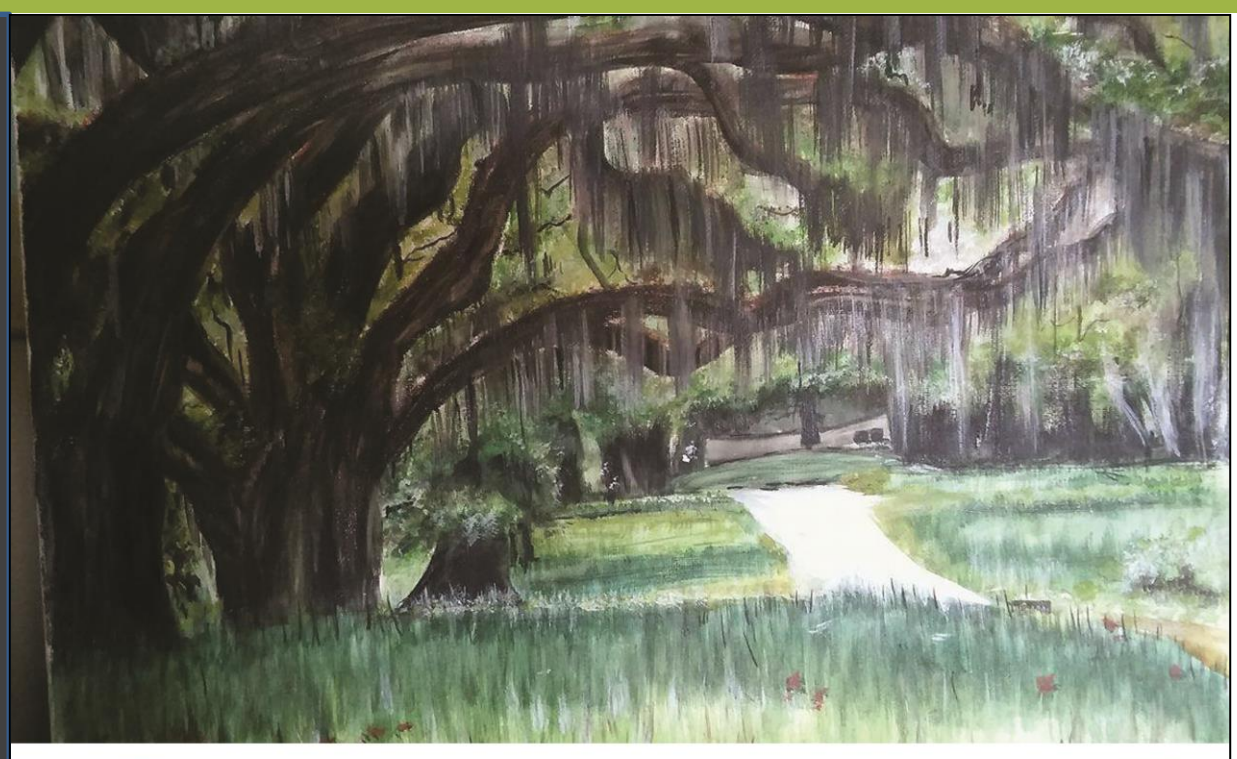
Remember to Shop Local!

There are plenty of businesses that can service your needs right here in the Liberty County Community.

Check out our membership directory and start shopping local today!

Use #ShopLocal & #ShopLiberty the next time you make a local purchase & share it on social media.

Thank you for your continued support!



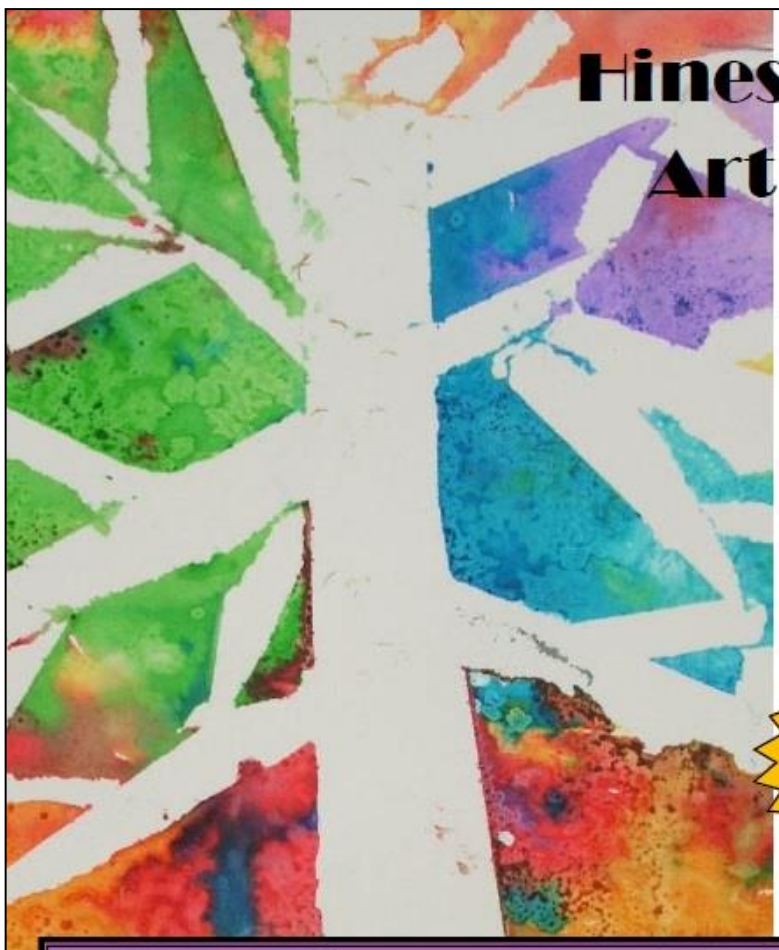
Coastal WANDERINGS

by Judi Mills

Paintings inspired by the Georgia coast.
Show opens with free community reception
Thursday, August 4th 5:30-7:00pm

HINESVILLE AREA ARTS COUNCIL

Gallery Open Monday-Thursday 10am-2pm
102 Commerce Street in
downtown Hinesville



Hinesville Area Art Council

Young Hearts and Young Minds Art Classes

Every 3rd Saturday of each Month!

Let's Create!	Let your Paintbrush Groove!	Crea-TEEN-ing Art!
10-11:30am	12-1:30pm	2-3:30pm
Ages 3-6	Ages 7-11	Ages 12 & Up

All Classes are $10 Each or 3 for $25

For More Info Contact:

Kyera Smith or Sheresa Walker
(601)-405-6227
Www.facebook.com/splashofpaintstudios
**Also available for Birthday Parties, Facepainting, and Private classes*

HINESVILLE AREA ARTS COUNCIL

Yoga & Wine

First Friday of each month
beginning August 5th. @6:30pm
Pre-Register by calling
912-439-1182 or email
babyreed2011@hotmail.com
Classes are $10
*bring your own beverage
**yoga mats available for
use up to 15 people

HINESVILLE AREA
ARTS
COUNCIL

Bob Ross Oil Painting

Finish in one day!
First Class is $20!
All supplies included
4th Weekend of the Month
$35
Saturdays10:30am
Sundays 1:00pm
Hinesville Area Arts Council
102 Commerce Street, Hinesville
Preregistration Required
Nancy 912-335-6655
c 954-494-6197

HINESVILLE AREA
ARTS
COUNCIL

M2M Discount Spotlight

MEMBER TO MEMBER
DISCOUNT PROGRAM
SPOTLIGHT

Free Home Inspection with Purchase*

*CONDITIONS APPLY

Cannot be combined with additional offers. Limit 1 Per Purchase.

730 General Stewart Way
Hinesville

(912) 977-4733

MUST PRESENT
MEMBER TO MEMBER
CARD TO RECEIVE DISCOUNT

This year, each of our businesses that purchased a premium spot on the back of the M2M card will be highlighted in our E-News, social media and Chamber events. Jimmy Shanken and GeoVista are both in the Spotlight for August. Take a look at the flyers for each business on this page and your M2M card to take advantage of the savings!

Thank you to **Jimmy Shanken and GeoVista** for offering these discounts and participating in our M2M program! Remember to Shop Local, Shop Liberty!

The Liberty County Chamber of Commerce is entering the fourth year of our successful **Member to Member Discount Program**. With over 90 members participating, business to business relationships are at the core of our mission. With this program members can provide special offers and discounts directly to other members and their employees.

All members of the Chamber receive a membership card when they join, as well as one for each employee. Members also have access to a full list of discounts on the Chamber's website www.libertycounty.org.

The discount cards, when flashed at participating member businesses, save money instantly on purchases. The main purpose of the card is to verify membership in order to receive discounts. Participating businesses this year will also be given a plaquard to display as a way to prompt people to remember their discounts.

We encourage you to choose a discount or offer that is appropriate to your business, 10% off any item or a specialty item in your shop; 10% off of services for a first time customer; 15% off a first contract for services; a free visit for consultation; or a discounted rate for monthly services. These are just some examples of what you can do. To join the M2M Program please contact the Chamber office today at 368.4445 or email sales@libertycounty.org.

Our goal is to keep more of Liberty County dollars in Liberty County, so Shop Local, Shop Liberty!

Discover a new way to shop, support and save by taking advantage of this awesome program!

MEMBER TO MEMBER
DISCOUNT PROGRAM
SPOTLIGHT

GeoVista CREDIT UNION

New Membership Fee Waived

601 West Oglethorpe Highway, Hinesville

(912) 368-2477

MUST PRESENT
MEMBER TO MEMBER
CARD TO RECEIVE DISCOUNT

Liberty County Recreation Department UPCOMING PROGRAMS

SIGN UP NOW FOR THE FOLLOWING:

AFTER SCHOOL PROGRAM: Starts the first day of school and continues throughout the school year. Provides transportation from school to the Shuman Center where participants have activities, snack, and study time. For children in Kindergarten through 5th grade, the cost is $45 per week. A limited number of slots are available.

LCRD DANCE PROGRAM

Registration is now underway at the Liberty County Recreation Department for a new Dance Program. This program will be conducted at the Liberty County Community Complex in Midway each Tuesday starting January 5. Ages and class times are as follows: 2 year olds- 4:30-5:15pm; 3 & 4 year olds- 5:15-6:15pm; 5-7 year olds- 6:15-7:15pm; and 7-10 year olds- 7:15-8:15pm. Instruction in ballet & tap dancing and gymnastics/tumbling will be provided. The fee is $50 per month per child. The program will conclude with a recital in May. The instructor is Cheryl Brett, who has over 40 years of experience as a dance instructor.

LCRD INSANITTY LIVE:

INSANITY Live is a High Intensity Interval Training (HIIT) class that focuses on strength and endurance. The class is taught at a mild, moderate speed and intensity so that you can pick the speed and variation of the exercise that will give you the most of your hour. This class is for everyone. No matter your age or fitness level, come spend an hour with us and find out how much fun you can have!
Classes are held each Monday and Wednesday from 10 to 11am, beginning April 6th at the Liberty County Community Complex in Midway. The cost is $5 per class, paid at each class attended. For additional information call 396-1414.

JU-JITSU CLASSES:

Sensei John Glimmerveen and his staff conduct classes each Monday & Wednesday at the Liberty County Community Complex in Midway and the Shuman Center in Hinesville. The times for classes are 4:00-5:00pm at the Shuman Center and 6:00-7:00pm at the Liberty County Community Complex. There is a $30 monthly fee for this program.

For additional information call 876-5359 or go to www.lcrd.net.

Hinesville Area Arts Council
Events & Art Classes

Oil Painting Lesson

Teaching Bob Ross Technique Oil Painting. Everything is included, just bring yourself. You make it and take it! Landscapes, seascapes, floral or wildlife. $40 per class and pre-registration is required. Classes are held on the 4th Saturday and Sunday of each month. Contact Nancy Melchor for more information, 912-335-6655 or 954-494-6192 or email nancymelchor@bellsouth.net

Art Classes for All Ages
Every Second
Saturday of the Month

Ages 3-6 with an adult 10:00-11:30am. Parents/guardians help their little ones to create special artwork.
Ages 7-11 from 12:00-1:30pm. Explore sculpture, paint, and different materials each month.
Teen classes by request.
Contact Emily Scott-Graham for more information, (870) 718-9414 or email emilyscottgraham@gmail.com. All classes $10 or 3 for $25.

Homeschool Art Classes
Every Second and Fourth Wednesday of the Month

Ages 6-11, 1:30 to 3 p.m. $5 per child/class
Contact Emily Scott-Graham for more information, (870) 718-9414 or email emilyscottgraham@gmail.com. All classes $10 or 3 for $25.

Check out what all the HAAC has to offer at www.hinesvillearts.com

You can mail your tax deductible donation to:
United Military Care
1220 Old Canton Road
Marietta, GA 30062

Show them you care

Donate Today

The family sacrifices and serves too. The Soldier, Sailor, Airman, Coastie or Marine who serves doesn't do so alone-beside him is a loving family that have needs that you can help with! United Military Care is here for them but we need your help. It takes money to have an office for them to come too, a food pantry to give supplies from and more. Your gift will make a huge difference and bring about a lot of smiles.

Help Today!

Upcoming Chamber Events

August

12th Grand Reopening for Liberty Family Medicine from 12:00 pm-2:00 pm, 455 S. Main Street, Suite 104 in Hinesville

18th Progress Through People Luncheon featuring Dr. Vayla Lee, Liberty County Board of Education, 12 pm, Performing Arts Center, 2140 E. Oglethorpe Hwy. in Flemington

19th Grand Opening for Quality Inn, 12 pm, 1024 E. Oglethorpe Hwy. in Hinesville

24th Grand Opening for Low County Eye Care, 12 pm, 465 Elma G. Miles Pkwy. in Hinesville

25th Business After Hours hosted by Molly Maxine from 5:00 pm-7:00 pm, 122 South Main Street in Hinesville

30th Anniversary for Midway Family Dental, 1 pm, 1718 North Coastal Hwy. in Midway