



**The Chamber After-Hours Social for May** will be at **Mattaponi Springs Golf Club** on **Wednesday, May 21 from 5:30 to 7:30 pm** at the main restaurant/pro shop at the top of the hill (**22490 Penola Road** in Ruther Glen - just off Route 207 if coming from the Ladysmith area or Route 301 if coming from the Bowling Green/Sparta area).

Exchange those business cards and mingle away while looking out over the 18<sup>th</sup> hole of this award-winning facility! You can come-as-you-are OR wear some of the casual gear that you see Tiger wear at the tournaments. Bring a golf club to lean on the rail of the veranda as you unwind from another tough day – all the while looking like a true pro! Ask about those golf lessons you've always wanted to take. Who cares if you don't know a birdie from a robin – it's the networking that counts!

Mattaponi Springs will provide the food for members and their guests – there will be a cash bar.

Your business card is your ticket to the event as well as your chance to enter the door prize drawing ----- **RSVP** for this fun event by contacting Eileen at the Chamber – **804-633-5264** or [chamber@bealenet.com](mailto:chamber@bealenet.com).

See you there!

**Some Networking Hints:**

- Have lots of business cards and a pen available. Pass the cards out frequently as you meet people and write reminder notes on the back of the ones people give you.
- Have some kind of 30-second monologue ready for introducing your business. It's a great confidence-building ice-breaker.
- Focus on one aspect of your business at first. Once someone starts asking questions about your business, you can tell them of various services you can provide.
- Learn about the business hosting the event – a great way is to visit their website (in this case, [www.mattaponisprings.com](http://www.mattaponisprings.com))
- Have a positive attitude – Don't attend with "Well, who am I going to sell today?" – it's rare that sales are made on the first meeting. Instead go in with the idea "Who can I meet today and help?" It will help you establish some mutually beneficial relationships.

- Network often. Attending networking events regularly strengthens the relationship with other attendees and increases your exposure.

**Eileen Beach**

*Executive Director*

*Caroline Chamber of Commerce*

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