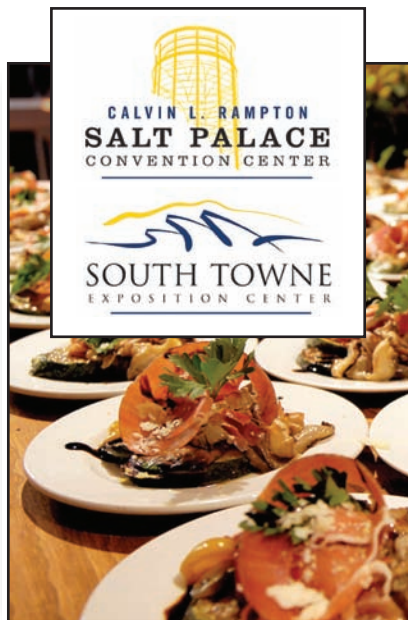


## Focus

### MEET & EAT SECTION F

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A Utah family enjoys a day of cross country skiing near Flaming Gorge Reservoir in northern Utah. Outdoor recreation and government officials are concerned about the effects of climate change on the state's outdoor industry.

## Losing bidder sues to halt race park sale

**John Rogers**  
*The Enterprise*

The company whose bid to buy the Miller Motorsports Park was rejected in favor of a deal selling the facility to a Chinese company has filed a lawsuit in 3rd District Court against Tooele County and the firm that won the bid.

Wyoming-based Center Point Management sued, alleging Tooele County broke local and state law by “basing its decision on future benefits of uncertain value” rather than a verifiable bid analysis.

Last month, Tooele County sold the 511-acre racing venue to Mitime Investment and Development Group, which is a subsidiary of the China-based automotive firm Geely Group of Cos. Mitime Investment agreed to pay \$20 million for the motor-sports park and announced it would reopen it on New Year’s Day and rename it Utah Motorsports Campus.

Center Point Management believes Tooele County is legally prohibited from selling to Mitime Investment based on the company’s promises to make large financial investments in the sports park. The promises are too vague to include in the bid consideration process, Center Point claims.

“Mitime’s promise in (its bid) to employ its best efforts to fulfill its intentions and goals regarding future development of the property is unenforceable, illusory and is of no clear, certain or present benefit to the county,” the lawsuit reads. According to Center Point, the company offered \$27 million to purchase the facility and claims the county broke the law in agreeing to sell to Mitime for about \$20 million.

The lawsuit lists other bids received by the county and states that, “Mitime’s bid was the lowest of all bids received.” The lawsuit asks the court to enjoin or set aside the sale.

Tooele County officials previously addressed similar complaints, stating that the additional promised investments enticed them to go with Mitime. “One specific number they threw in during the negotiations was \$270 million of additional investment in the property itself over the next decade,” said Tooele County Commissioner Shawn Milne in August.

## Officials concerned with effects of climate change on outdoor industry

**Brice Wallace**  
*The Enterprise*

“An existential threat.” “A driving issue.” “The challenge of our era.”

Those are just a few of the descriptions of climate change from panelists at a recent outdoor recreation gathering in Salt Lake City — a group that listed a variety of ways that it can affect Utah’s economy and quality of life.

While Salt Lake City Mayor Ralph Becker said climate change in Utah is “not

often discussed very much at all except in a bizarre, ideological way,” Peter Metcalf, chief executive officer of Salt Lake-based Black Diamond Equipment, made it clear that he believes climate change is real and already having an impact on the outdoor recreation industry.

“As an industry, I think we are facing — and maybe I’m being a little melodramatic but only slightly — two of what I call existential threats. One is the threat

see **CLIMATE** pg. 4

## Chamber salutes its own success

Armed with the theme “Recipe for Success,” the Salt Lake Chamber last week stepped back to enjoy what it’s been cooking.

During the organization’s 128th annual Meeting and Awards Luncheon, Lane Beattie, the chamber’s president and chief executive officer, said a pair of public policy initiatives supported by the chamber advanced significantly during the past year.

One is Prosperity 2020, a business-led movement aimed at advancing education

investment and innovation.

“This past year, we advanced the Prosperity 2020 movement more than ever before in the history of the state of Utah,” Beattie said.

With Education First and Utah Board of Education partners, “we continue to champion the increased innovation, investment and accountability of education across the state,” he said. “Though these efforts, the governor and the legislative leaders are

see **CHAMBER** pg. 3



## Chamber names Athena, Pathfinder winners

Karen Gunn, who leads business development and partnership activities at Salt Lake Community College (SLCC), has been named the 2015 Athena Award recipient by the Salt Lake Chamber.

Gunn is SLCC's associate provost over economic development and business partnerships and executive director of the Goldman Sachs 10,000 Small Businesses program at the college.

Gunn will be presented the award Nov. 17 at the 39th annual American Express Women & Business Conference & Wells Fargo Athena Awards Luncheon at the Little America Hotel. Five women who are Pathfinder Award winners also will be honored at the event.

The Athena Award is presented annually to an active chamber member "who demonstrates excellence, creativity and initiative in business." Each recipient also must provide valuable service by devoting time and energy to improve the quality of life for others in the community and assist women in reaching their full leadership potential.

"I cannot think of a more deserving recipient," said Lane Beattie, the chamber's president and chief executive officer. "Gunn has over 30 years' experience as an educator, corporate manager and entrepreneur. Besides having an astonishingly successful career herself, Karen has helped numerous other women achieve their dreams. We couldn't be more excited to honor her as the newest Athena."

Gunn oversees SLCC programs associated with workforce and economic development, global entrepreneurship, small-business development and women's business development. She also actively participates in several community and economic initiatives on behalf of the college

and provides institutional leadership to position the college as a supportive partner in achieving the state's economic goals.

"I am very humbled and grateful to receive this award," Gunn said. "I have been inspired by incredible women, including Athena awardees. To be that person who can share the power of mentoring, see the potential in others and tap it, and help people reach their goals and dreams, there is no greater service or privilege."

The Athena Award program was established in 1982 in Lansing, Michigan, and is now administered from its Chicago headquarters. It has more than 300 active communities in the United States, Canada, China, Russia and the United Kingdom. More than 5,000 people representing a wide variety of professions and businesses have received the honor, which is presented by local host organizations in partnership with Athena's national underwriters, local businesses and individual sponsors.

The chamber's Pathfinder Awards are presented to community leaders "who create new paths promoting the development and recognition of women in business."

This year's Pathfinder Award recipients are:

- Rebecca Dutson, executive vice president and chief operating officer, United Way of Salt Lake.
- Jodi Holmgren, marketing strategist, Design Solutions Integrated Marketing.
- Cathy Keen, senior private banker and vice president, Wells Fargo.
- Fraser Nelson, director of data and innovation, Salt Lake mayor's office.
- Kathy Ricci, executive director and chief executive officer, Utah Microenterprise Loan Fund.

## HandStands buys California firm

Trivest Partners has announced that its affiliate, Draper-based HandStands, has acquired California Scents from its co-founder and owner, Linda Doppes. California Scents is a manufacturer and distributor of home and automotive air fresheners.

HandStands CEO Chris Anderson said, "We have long admired the quality products, unique in-house fragrance blending capabilities and the enthusiastic customer base that California Scents has been known for over the years. Moreover, California Scents' USA-based manufacturing, deep retailer relationships and talented base of employees represents a complementary fit for HandStands."

Russ Wilson, Trivest partner

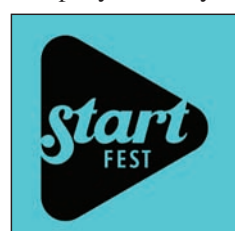
and HandStands chairman, added, "The acquisition of California Scents gives HandStands access to a strong line of well-respected products and provides entry into incremental domestic and international distribution channels. The HandStands team is excited to leverage the combined platform for the benefit of the company's retail partners."

The California Scents purchase is HandStands' second acquisition in 2015 (following Lexol earlier in the year), and the company intends to continue its strong upward trajectory through additional add-on acquisitions, according to company officials.

HandStands was founded in 1983 and employs 35 at its Draper headquarters.

## UVEF names '25 under 5'

The Utah Valley Entrepreneurial Forum (UVEF), a nonprofit organization, has announced the winners of its 2015 "Top 25 Under Award at StartFest, Utah's largest grassroots startup festival. Measuring a company's three-year growth and



last-year revenue, the Top 25 Under 5 Award identifies companies up to

five years old that are the most promising and engaging.

UVEF recognized Vision Solar, a leading provider of residential solar systems, as the No.1 winner, followed by TaskEasy and Spark Innovation LLC. Other award recipients included SnapPower, JANE.com, Noke, Chatbooks, Domo, MX, NUVI,

DisruptiveAdvertising, NEEDLE, DemoChimp, Heroic, Lucid Software Inc, DevMountain LLC, Blackrock NeuroMed, Stryde, Signs.com, SpinGO Solutions, HQ, Omadi, Foxtail Marketing, foreUP and Weave.

"The quality of this year's list is the best of any year to date," said Ryan Westwood, UVEF chairman and CEO of Simplus. "It's always an honor to promote these companies knowing they may become leaders in their fields in the state, the region and globally."

This year marks UVEF's 15th Top 25 Under 5 competition. The Utah Valley Entrepreneurial Forum identifies and recognizes entrepreneurs and connects them with capital and mentors. The UVEF board is made up completely of volunteers with business and finance education and legal backgrounds.

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## CHAMBER

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more focused and energized than ever before in implementing this plan, which will bring Utah to where it really needs to be as one of the top 10 states in this nation in educational outcomes. That is critical for who we are."

Beattie also said the Utah Transportation Coalition has "literally led the charge to ensure that our state has an infrastructure that will support the economic viability of who we are." Over several years, it has worked "to find lasting solutions for our transportation infrastructure and the funding that is required. The results of these efforts are the most comprehensive transportation bill in our state's history."

The measure includes Prop 1, which will be on ballots in November and features a local option sales tax of a quarter-cent for cities and counties to pay for repairs on local roads and other transportation infrastructure.

"We are at a precipice and if we don't take of them today, we will simply pay a lot more out of our back pockets in the future," Beattie said.

"We must continue to provide leadership on key policy issues," reiterated Lori Chillingworth, incoming chair of the chamber's Board of Governors. "We must continue to focus on key education and transportation issues, we must lead out as a cornerstone on investments that will see that

Utah remains the No. 1 state in the country to do business. This is the Utah way."

Beattie lauded the work of individual chamber members that have lobbied for chamber-backed bills at the legislature and otherwise worked "to empower the economy of the state of Utah."

"Where we get a lot of pats on the back, we recognize and realize it comes from the business community and fact of the great effort that they make," he said.

Terry Buckner, outgoing board chairman, noted that the chamber has more than 8,000 companies, employing about half of the state's workforce.

They collaborate well and "great ideas begin to emerge, relationships are forged, and much like bread dough left in a warm place, everything starts to grow," he said.

"Critical needs in our community get addressed, whether it's clean air, critical transportation issues, education funding, Medicaid expansion, business regulation, homelessness or economic development. The collaboration of the chamber leads the charge in creating great discussion and even greater outcomes. Community leaders and city council members to governors seek out the views of the chamber and their ideas."

## 'Chamber Champions' honored

The Salt Lake Chamber last week honored Chamber Champions and corporate partners for "bolstering the business community and contributing to the economic success that our state is experiencing."

They were honored during the chamber's 128th Annual Meeting and Awards Luncheon in Salt Lake City.

Awards were presented to:

- Presto Print as Small Business of the Year.
- Envision Utah as Community Partner of the Year.
- Penna Powers as Corporate Partner of the Year.
- Snowbird Ski & Summer Resort, earning the President's Award for Excellence.

• 2015 Chamber Champions: Brian Garrett, Zions Bank; Marsha Gilford, Smith's Food and Drug Stores; Dave Kadleck, Western Governors; and Richard Walje, Rocky Mountain Power.

## EXIT names Utah franchisors

EXIT Realty Corp. International has announced that the sub-franchisor rights for the state of Utah have been awarded to Kent Allred and Glade McCombs.

Both partners are established real estate professionals. Allred, a decorated former police officer and firefighter, entered the real estate industry as the owner of a mortgage company and business coach and actively worked in the development of master planned communities. McCombs successfully started, managed and marketed several construction and technology businesses during his 36-year career. He is a licensed Realtor and an active member of several real estate boards and associations.

"We at EXIT Realty are proud to add Kent and Glade to our team of leaders," said CEO Tami Bonnell. "They are true entrepreneurs with a passion to build EXIT and add value to the real estate community in Utah."

Exit Realty was founded in Canada in 1996 and has offices throughout North America.



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# Holly buys 1/2 of Frontier Pipeline

Holly Energy Partners LP, based in Dallas and owners of a Wood Cross refinery, has purchased a 50 percent interest in Frontier Pipeline Co., owner of the Frontier Pipeline, from an affiliate of Enbridge Inc. The Frontier Pipeline will continue to be operated by an affiliate of Plains All American Pipeline L.P., which owns the remaining 50 percent interest.

The 296-mile crude oil pipeline, which runs from Casper, Wyoming, to Frontier Station, in northern Utah, has a 72,000-barrel-per-day (bpd) capacity. The Frontier Pipeline supplies Canadian and Rocky Mountain crudes to Salt Lake City area refiners through a connection to the SLC Pipeline.

Holly Energy provides petroleum product and crude oil transportation, tankage and terminal services to the petroleum industry, including HollyFrontier Corp., which currently owns a 39 percent interest in the partnership. The partnership owns and operates petroleum product and crude pipelines, tankage, terminals and loading facilities located in Texas, New Mexico, Oklahoma, Arizona, Washington, Kansas, Wyoming, Idaho and Utah.

## CLIMATE from page 1

to public lands ... and the other one is global warming," Metcalf said. "It is a true threat to this industry and its vibrancy."

During the past 25 years, skiing and outdoor recreation have become one of the state's major economic sectors. Utah is "especially exposed" to global warming because of its relatively low elevation, compared to Colorado, another outdoor recreation industry giant, he said. Unlike 25 years ago, Sundance and Park City get rain instead of snow at their base areas, which Metcalf described as "really disturbing" and with potential impacts on jobs, the overall economy, tourism and the market for second homes.

Reduced snowpacks affect the amount of drinking water available to Utahns and also the state's whitewater rafting industry. Springs and intermittent streams are drying up quicker, hurting the state's backcountry industry in summer. "Sick" forests are susceptible to fires, which can result in the closing of parks and forests, he added.

What's more, the state's recreation opportunities have prompted companies such as Goldman Sachs and Adobe to put large operations in Utah.

Their leadership has indicated "they're here, fundamentally, because of recreation, the access that we have here in this community to outdoor recreation, winter and summer," he said.

As a result, global warming is a risk to important economic sectors and quality of life, but also "our ability to attract businesses into the state," Metcalf said.

"All of these things really do have the potential to wreak havoc on our industry and already are beginning to."

Beth Jensen, director of corporate responsibility for the Outdoor Industry Association, said the outdoor recreation industry — with a \$646 billion annual economic impact and 6.1 million jobs — is facing a huge risk from climate change.

"Obviously, our industry is one of the among the first to feel the impacts of climate change," she said. "With the fires we're seeing in the Pacific Northwest and in California, of course, the snowless winters in other areas — in California they're feeling the hit of both of those things this year — and just really the extreme weather, we're really the first to feel that. ... It's a big hit to the outdoor recreation economy."

Becker described outdoor recreation as "absolutely central and essential to what I view as a

core driver of the success of our community, increasingly short-term but definitely long-term."

But whenever the city tries to address certain issues — decreasing air pollution to lessen the impacts of winter inversions or adapting to changes in snowpack that limit available water supplies, for example — it also is addressing climate change, he said.

"At the local level, for us, I can tell you this is a driving issue," the mayor said. "If you look at what we need to do to address climate change, they really, for a place like Salt Lake City, are the very same things we need to do to have a livable, walk-able, desirable community."

Becker, who is serving as president of the National League of Cities, which represents 19,000 municipalities, said climate change issues are being addressed locally and nationally. Cities are comparing notes to see what works and how best to support national and international efforts, he said.

"What you find among cities [is] climate change is not a debatable subject," Becker said. "It is something we feel and experience and see happening in our communities all across the country. Climate change affects us in different regions in this country and obviously in differ-

ent parts of the world in different ways."

Being vocal about climate change and its impacts was a common theme of the panel, which was part of the Outdoor Retailer Summer Market. Conrad Anker, a mountaineer, climate activist and athlete sponsored by The North Face, encouraged athletes and snow enthusiasts to "realize there is a challenge and it's OK to speak out about it."

Asked whether outdoor industry chief executives have been outspoken enough, Becker said that ski resort managers have been "very direct" in their comments about climate change and how it's affecting them.

"The other industries, on the other hand, people are either scared to talk about it, I'd say, or pretend to be more ideologically driven," he said. "It's sort of the conservative mantra of either denying climate change or saying it isn't human-caused or that's for scientists to decide."

Metcalf urged people to make politicians and others aware of what they think about climate change and said the industry is trying to find the best ways to have its voice heard.

"As a climber," he said, "my intelligence at times can make me a pessimist, my will makes me an optimist, and to these issues, as an industry, we have just begun to fight."

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# Examining the science of the sale: The art of the lunch

"Let's do lunch."

Well, let's do lunch the right way.

Too often, salespeople think that getting a lunch appointment is the victory and don't concentrate on building rapport and the relationship to ultimately make the sale. Big mistake.

Even more often, companies and (cheap) managers will not reimburse salespeople for lunchtime meetings. Bigger mistake.

But most often, when a company refuses to pay for lunches, the salesperson won't invest his or her own money to build a relationship and make a sale. Biggest mistake.

**REALITY:** In sales, you don't succeed for the company. In sales, you succeed for yourself.

OK, OK. So much for philosophy. Let's get down to the meat. The lunch meat. Let's say you get the appointment. Now what do you do? How do you plan? How do you impress? How do you relate? How do you build the relationship? And most important, how do you make the sale?

Here are the 20.5 secret reci-

pes for lunch success: (No more food puns, I promise. Not another crumb, er, I mean, morsel.)

**1. Picking them up is preferable to meeting them there.** This gives you extra schmooze time on the way to lunch. And more rapport and sell time on the way back.

**2. Eat at the right place.** If you have a GREAT place and you are sure they like that type of food, go there. Otherwise,

go to THEIR favorite place. Make sure it's a place you can talk — lots of space, quiet enough to converse and somewhat private.

**3. Pay in advance** or slip your credit card to the server at the start and tell him or her to just bring you the processed bill when you signal. Tip 20 percent. Don't be a tightwad.

**4. Say the right things.** Keep talk small at first — about lunch, about their interests, about how they got started. More "them," less "you."

**5. Impress and impressions.** Don't fuss about anything. Be polite even if the service sucks and the food is bad.

**6. Manners and mannerisms.**

Remember all the things your mother taught you and pounded into you. Make her proud. Turn your cell phone OFF. Don't talk with your mouth full. You know what to do.

**7. Greet others, but make it brief.** If you see someone you know, be sure to say hi and introduce the person as "my new customer" or "my friend."

**8. Talk business when they bring it up.** When do you start "talking business"? When they do, not before.

**9. Ask thought-provoking questions about them.** Ask whom they are trying to do business with (maybe you can make a connection) — if you can't, that's a report card.

**10. Keep the talk POSITIVE at all times.** Besides teaching you manners, your mother said, "If you have nothing nice to say about someone, say nothing." Do not violate this rule, no matter what.

**11. Be funny but don't tell jokes.** Jokes are the worst and lowest form of humor — especially if they are in poor taste. And double especially if the other person has heard it before. Both scenarios

make you look foolish.

**12. The more they talk, the more they will like you.** Ask about food. Ask about travel. Ask about eating out. Ask about vacation. Ask about sports. Notice I DIDN'T say, "Tell about."

**13. Find the link.** Use your time at lunch to discover what you have in common — things that will bring you to a closer mutual belief system. Closer to a sale.

**14. Be yourself, unless you're a slob.** If you have to fake it at lunch, the rest of the relationship will have to follow the falsehood. And worse, you'll have to remember who you're trying to be each time you get back together.

**15. Friendly beats professional.** You're having lunch with a potential or existing business friend. Be friendly.

**16. Understated is better than bragging.** You don't have to say how great you are; you have to prove it.

**17. Don't show off — be impressive.** Understate your accomplishments. Give the prospect a chance to shine. Make them ask about you.

**18. Stick to the objective.** If you're there to make a sale, bring a

contract and a pen. If you're there to get to the next step in the sales cycle, make a firm appointment or you have failed lunch (remember from high school, lunch was the one course you passed).

**19. Make the next appointment FIRM, no matter what.** Even if you pencil a time and place to be confirmed later, make the next date FIRM.

**20. Want another lunch?** Offer to bring a prospect for THEM to the next lunch — 100 percent guarantee of a date.

**20.5. Send a follow-up with something personal right away.** Take a selfie with you and the prospect and send an Ace of Sales email (aceofsales.com) as you're leaving. Make the WOW carry forward to the next meeting.

Well, there you have it. The recipe for lunch success. All you have to add is you and a prospect. You only have one chance — make it a biggie!

Jeffrey Gitomer is the author of 12 best-selling books, including *The Sales Bible*, *The Little Red Book of Selling*, *The Little Gold Book of Yes! Attitude*, and *21.5 Unbreakable Laws of Selling*.

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# Industry Briefs

Industry Briefs are provided as a free service to our readers. Company news information may be sent to [brice@slenterprise.com](mailto:brice@slenterprise.com). The submission deadline is one week before publication.

## ARTS/ENTERTAINMENT

• **NowPlayingUtah.com** is offering a "Free Night of Theater" throughout October as a way of introducing new audiences to theater. Online entering to win will be open through Sept. 20 by registering a profile at [Freenight.NowPlayingUtah.com](http://Freenight.NowPlayingUtah.com). Entrants can select the top five performances they would like to see and can enter for a chance to win up to three pairs of tickets. Fourteen theaters and 17 productions are part of the program.

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## ASSOCIATIONS

• A new alliance between a national professional development organization and the **Employers Council** is expected to benefit local employers by providing additional training and opportunities for professional certification. The **Human Resource Certification Institute (HRCI)** has long offered certification programs for human resource professionals. The alliance allows HR professionals employed by Employers Council's members to earn up to 12 recertification credits toward their professional certifications. Human Resources professionals who are not PHR-, SPHR- or GPHR-certified can take the certification examination at a \$50 discount. Additionally, Employers Council will provide two scholarships annually for its members' HR professionals to obtain certification by examination.

## BANKING

• **TAB Bank**, Ogden, has agreed to acquire a \$54 million trucking equipment loan portfolio from **Crossroads Equipment Lease & Finance LLC**, a transportation equipment leasing company. The portfolio will continue to be serviced by Crossroads.

Other terms of the acquisition were not disclosed. TAB said the acquisition is part of its overall strategy to strengthen and deepen strategic business relationships with partners in the trucking equipment finance space.

## HEALTHCARE

• The **Utah Health Policy Project (UHPP)**, along with its lead community partners, the **Association for Utah Community Health (AUCH)** and **United Way of Salt Lake 2-1-1**, has received a new competitive grant from the federal **Centers for Medicare and Medicare Services (CMS)** to offer free insurance enrollment assistance to tens of thousands of Utah consumers. Utah's navigator program is a component of **Take Care Utah**, a statewide network of trained and certified enrollment experts who help people find and understand their new options for affordable healthcare coverage. This \$740,090 grant, the third funding stream awarded to Utah's nonprofit navigators since 2013, will enable the network to continue to offer one-on-one assistance to many underserved communities throughout the state. New navigator enrollment goals included expanded partnerships to reach high-need areas in Weber, Summit, Wasatch and Washington counties. Take Care Utah's navigators will be ready to help Utahns find coverage when the insurance marketplace at [heathcare.gov](http://heathcare.gov) opens again on Nov. 1. The open enrollment period continues until Jan. 31.

## LAW

• **Ray Quinney & Nebeker**, Salt Lake City, has announced that **Arthur B. Berger** has been elected managing director of the firm. He succeeds **John A. Adams**, who has served in the position since 2007. Berger has served the past six years as the firm's financial director and mem-



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ber of the Executive Committee. His practice focuses on prosecuting and defending commercial litigation matters, and emphasizes intellectual property litigation, including patent, trademark, trade dress, copyright and trade secret litigation. Berger's education includes a J.D. from the University of Utah College of Law in 1993.

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**CASE CONSTRUCTION**

## MANUFACTURING

• **BGZ brands**, Lehi, has named **Leslie Greve** as director of brand management. She will continue to build the BodyGuardz brand and oversee the launch of two new brands, Lander and Moxyo. Greve previously was a product business unit leader at TESCO Technologies Inc.



Leslie Greve

• **HandStands**, a Draper-based producer of automobile air fresheners, has acquired **California Scents** from its cofounder and owner, Linda Doppes. California Scents manufactures and distributes home and auto air fresheners. Financial terms were not disclosed.

## MEDIA/MARKETING

• **Love Communications**, Salt Lake City, has hired **Melanie McBride** to lead its new Content and Consumer Engagement Department. Her primary role is to develop and direct the strategic implementation of content strategies that extend PR and advertising campaigns to further consumer engagement and customer experience. McBride has more than 20 years of agency, corporate and business ownership experience. She worked for multi-



Melanie McBride

ple agencies in Utah and Arizona, including McCann Erickson, Richter 7 and Moses Anshell. In 2004, McBride created and grew McBride Communications from start-up to acquisition by E.B. Lane.

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## REAL ESTATE

• **Coldwell Banker Residential Brokerage** has launched [ColdwellBankerHomes.com](http://ColdwellBankerHomes.com), a consumer website unifying 17 brokerage websites that served 50 of the largest 100 metropolitan areas in the U.S. The site features all of NRT's Coldwell Banker-branded and MLS property listings in the regions the company serves. NRT is the parent company of Coldwell Banker Residential Brokerage. The site replaces [UtahHome.com](http://UtahHome.com). Visitors will be prompted to search for a property in their local market area, and will have the ability to search in markets across the country. The site offers virtual tours, photos, property videos, community profiles, city and school reports, interactive maps, tips for buying and selling a home, and Coldwell Banker property management and rental listings. Consumers can also request a report on their home's value in today's market.

• **Fairbridge Properties**, based in New Jersey, has announced that the **Utah State Office of Rehabilitation** has renewed its lease at the Price Human Services Building, 475 W. Price River Drive, Price. The lease covers five years. The building is occupied by the state, housing three agencies: the Department of Human Services, the Department of Workforce Services and the Department of Rehabilitation Services. Fairbridge acquired the 38,129-square-foot building in 2013.

## RECOGNITIONS

• **David Fiscus**, **Lew Cramer** and **Priority Dispatch Corp.**, Salt Lake City, received awards for international achievement during the Utah Global Forum at the Salt Palace Convention

Center. Fiscus, director of the Utah Export Assistance Center, received the **International Person of the Year** award. Priority Dispatch, an emergency dispatch protocol products, training and services company, received the **International Company of the Year** award. Cramer, president and chief executive officer of Coldwell Banker Commercial Advisors, received the **Lifetime Achievement Award**. He is the former CEO of World Trade Center Utah and a former assistant secretary of commerce.

• **Zions Bank**, Salt Lake City, recently was named among **Best Banks to Work For** in 2015 by *American Banker* magazine. Zions ranked third in the category of large banks (more than \$19 billion in assets) and No. 46 overall. It is the third consecutive year Zions has made the list. Zions made the list based on employee surveys and factors including competitive pay and benefits, policies and wellness programs. It was featured for the camaraderie fostered in the workplace through community service such as the Paint-a-Thon and its focus on employee well-being through the "zFit" wellness program.

• **Locate.utah.gov**, a project of the Utah Broadband Outreach Center and Utah Department of Technology Services, has earned a **Digital Government Achievement Award** from the **Center for Digital Government**. A winner in the government-to-business category, [locate.utah.gov](http://locate.utah.gov) launched in May as a tool for helping businesses and their site selectors find information, including the state's broadband availability, utility information, transportation, workforce and lifestyle features. The website also allows area developers to evaluate potential locations and print detailed, customized reports on available infrastructure.

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# Calendar

Calendar listings are provided as a free service to our readers. Information about upcoming events may be sent to [brice@slenterprise.com](mailto:brice@slenterprise.com). The submission deadline is one week before publication.

## **Sept. 14, 8:30 a.m.-3:30 p.m.**

**ABC Contractor Continuing Education**, presented by the Associated Builders and Contractors (ABC) Utah Chapter. Nov. 30 is the deadline for all contractor licenses to be renewed. The course fulfills both the core and professional requirements set by the state of Utah and the Department of Licensing to renew. Location is Ogden BDO, 918 W. 2nd St., Building 10A, Room 125, Ogden. Course also is available Nov. 3 at this location; Oct. 5 at Big-D Construction, 1788 W. 200 N., Lindon; and Sept. 30, Oct. 21, Nov. 18 and Nov. 24 at the ABC office, 660 W. 900 N., Suite B, North Salt Lake. Cost is \$69 for members, \$99 for nonmembers. Registration is available at [www.abcutah.org](http://www.abcutah.org) or emailing [utah@abcutah.org](mailto:utah@abcutah.org).

## **Sept. 15-16**

**Utah Manufacturing Association (UMA) Health Plan Kick-Off**, designed for companies with two to 100 benefit-eligible employees. Activities are Sept. 15, 10 a.m., at McKay-Dee Hospital Education Department, East Auditorium, 4401 Harrison Blvd., Ogden; Sept. 15, 2 p.m., at Bridgerland Applied Technology College, 1301 N. 600 W., Room 806/808, Logan; and Sept. 16, 10 a.m., at the UMA office, 428 E. Winchester St., Suite 135, Murray. RSVPs can be completed by contacting Annette Beckstrand at (801) 363-3885 or [insurance@umaweb.org](mailto:insurance@umaweb.org).

## **Sept. 15, 7:30-9 a.m.**

**Breakfast of Champions**, a Sandy Area Chamber of Commerce event. Speaker Mary Nickles, KUTV 2 news anchor, will discuss her breast cancer survivor story. Location is Dealertrack, 10757 S. River Front Parkway, South Jordan. Details are at [sandychamber.com](http://sandychamber.com).

## **Sept. 15, 11:30 a.m.-1 p.m.**

**Business Alliance Luncheon**, a Davis Chamber of Commerce event. Location is Boondocks Fun Center, 626 Deseret Drive, Kaysville. Details are at [davischamberofcommerce.com](http://davischamberofcommerce.com).

## **Sept. 15, 11:30 a.m.-1:30 p.m.**

**Regulation Round Table Series: Utah's Life Sciences Industry**, a Salt Lake Chamber event focusing on key regulatory barriers that impede Utah's life science industry. Location is Salt

Lake Chamber, 175 E. 400 S., Suite 600, Salt Lake City. Free, but registration is required. Details are at [slchamber.org](http://slchamber.org).

## **Sept. 15, 6-8 p.m.**

**WBC & UMLF Quarterly Business Training** titled "How to Make Your Credit Work for You, Not Against You," a Women's Business Center (WBC) and Utah Microenterprise Loan Fund (UMLF) event. Presenter is Martha Wunderli, executive director of the Fair Credit Foundation. Location is Utah Microenterprise Loan Fund, 154 Ford Ave. (3415 S.), Suite A, Salt Lake City. Free. Details are at [www.umlff.com](http://www.umlff.com).

## **Sept. 16-17**

**Utah Purpose Economy and Business Sustainability Conference (UPEC)**, presented by P3 Utah. Theme is "Scaling Up Impact." Event features activities focused on business sustainability and networking: keynote presentations, workshops and a local leader panel discussion. Location is the University of Utah Guest House Conference Center, 110 Fort Douglas Blvd., Salt Lake City. Details are at [www.p3utah.org](http://www.p3utah.org).

## **Sept. 16, 8-10 a.m.**

**"Documentation Fundamentals,"** an Employers Council (EC) event. Workshop offers attendees information about the fundamentals of good workplace documentation. Location is Employers Council 175 W. 200 S., Suite 2005, Salt Lake City. Cost is \$95 for EC members, \$130 for nonmembers. Details are at [ecutah.org](http://ecutah.org).

## **Sept. 16, 11 a.m.-1 p.m.**

**"Small Business Forum: Your Second-Largest Line Item,"** a Salt Lake Chamber event featuring a discussion about three areas of insurance: "Cutting Your Workers Compensation Costs," presented by Bryan Olsen, assistant vice president of safety and health, Workers Compensation Fund; "Property and Casualty: Manage Your Business, Not Your Liabilities," presented by Matthew Campasano, vice president, Moreton & Co.; and "Avenue H: Small Business Health Insurance," presented by Patricia Connor, director, Avenue H. Location is Salt Lake Chamber, 175 E. 400 S., Suite 600, Salt Lake City. Free. Details are at [slchamber.com](http://slchamber.com).

## **Sept. 16, 3:30-5 p.m.**

**"Jump Start: Intro to Entrepreneurship,"** a Salt Lake Chamber event. Presented by Deb Bilbao, business consultant at the chamber's Women's Business Center. Location is the Salt Lake

Chamber, 175 E. 400 S., Suite 600, Salt Lake City. Details are at [slchamber.com](http://slchamber.com).

## **Sept. 17, 7-11 a.m.**

**RealCON Real Estate Conference**, presented by the Utah Chapter of CCIM in partnership with the Utah Association of Appraisers (UAA). Speakers are Rod Santomassimo, founder and president of the Massimo Group; Mike Acton, director of research for AEW Capital Management, who will discuss local and national trends; and top industry professionals in Utah speaking about 2015 trends and 2016 market projections, environmental and contract issues, best practices and more. Location is Little America Hotel, 500 S. Main St., Salt Lake City. Details are at <http://www.utahccimchapter.com> or <http://www.utahassociationofappraisers.com>.

## **Sept. 17, 11:30 a.m.-1 p.m.**

**Member to Member Workshop**, a Sandy Area Chamber of Commerce event. Speaker Lisa Smith, founder of 7-Touch Marketing, will discuss "Building Your Marketing Toolkit." Location is the Salt Lake Community College Miller Free Enterprise Building, Room 223, 9750 S. 300 W., Sandy. Details are at [sandychamber.com](http://sandychamber.com).

## **Sept. 17, 11:30 a.m.-1 p.m.**

**Business Center Workshop**, a West Jordan Chamber of Commerce event. Topic is Client Quest System. Location is West Jordan Community Room, 8000 S. Redwood Road, West Jordan. Cost is \$10 for pre-registered members, \$12 at the door. Details are at [westjordanchamber.com](http://westjordanchamber.com).

## **Sept. 17, 11:30 a.m.-1 p.m.**

**Business Center Workshop**, a West Jordan Chamber of Commerce event. Topic is "attracting the best clients to your business." Location is the West Jordan Community Room, 8000 S. Redwood Road, West Jordan. Free for chamber members, \$10 for pre-registered nonmembers, \$12 at the door. Details are at [westjordanchamber.com](http://westjordanchamber.com).

## **Sept. 17, 6:30-8 p.m.**

**"Getting the Most Out of Google+,"** a workshop that is part of a Social Media Boot Camp series presented by Cottonwood Heights. AnnaLaura Brown of Spectrum of Wellness will discuss the many applications and programs available for business on Google+. Location is Cottonwood Heights City Hall, first floor training room, 1265 E. Fort Union Blvd., Cottonwood Heights. Free. Registration can be completed by

contacting Peri Kinder at [pkinder@ch.utah.gov](mailto:pkinder@ch.utah.gov) or (801) 944-7067.

## **Sept. 21, noon-1:30 p.m.**

**TTIP Roundtable**, a World Trade Center Utah event featuring U.S. Rep. Erik Paulsen, R-Minn. Details to be announced. Location is World Trade Center Utah, 60 E. South Temple, No. 300, Salt Lake City. Free, but space is limited. Details are at [wtcutah.com](http://wtcutah.com).

## **Sept. 22-23**

**Utah Manufacturing Association (UMA) Health Plan Kick-Off**, designed for companies with two to 100 benefit-eligible employees. Activities are Sept. 22, 10 a.m., at the Utah Valley Regional Medical Center, Classroom 8, Northwest Plaza, 1134 N. 500 W., Provo; Sept. 23, 10 a.m., at the SelectHealth Conference Room, 1424 Foremaster Drive, Suite 200, St. George; and Sept. 23, 2 p.m., at the Iron County Visitors Bureau, 581 N. Main St., Cedar City. RSVPs can be completed by contacting Annette Beckstrand at (801) 363-3885 or [insurance@umaweb.org](mailto:insurance@umaweb.org).

## **Sept. 22, 8-9:30 a.m.**

**"Keeping the Crown Jewels Out of Unfriendly Hands,"** a Utah Technology Council (UTC) Workman Nydegger clinic. Chad Nydegger, shareholder at the firm, will explain what types of information may qualify as trade secrets and provide tips on how to protect them. Location is Workman Nydegger, 60 E. South Temple, Suite 1000, Salt Lake City. Free for UTC members, \$40 for nonmembers. Details are at [utahtech.org](http://utahtech.org).

## **Sept. 22, 11 a.m.**

**2015 EDCUtah Annual Meeting**, an Economic Development Corporation of Utah event. Activities begin with 11 a.m. registration and reception, followed by lunch and presentation at noon. Keynote speaker is Eric Greitens, a Navy SEAL, author and among *Time* magazine's "100 Most Influential People in the World." Location is Grand America Hotel, 555 S. State St., Salt Lake City. Sponsorships are available. Details are at [educutah.org](http://educutah.org).

## **Sept. 22, 11 a.m.-2 p.m.**

**Political Development Series**, presented by the Women's Leadership Institute (WLI). First of six three-hour sessions (concluding Feb. 4) for women considering running for political office. Location is the Salt Lake Chamber, 175 E. 400 S., Suite 600, Salt Lake City. Cost is \$65 for all six sessions. Details are

at <http://wliut.com/political-development-series/>.

## **Sept. 22, 11:15 a.m.-1:15 p.m.**

**Women In Business Luncheon**, an Ogden/Weber Chamber of Commerce event. Location is Hub 801 Event Center, 3525 Riverdale Road, Ogden. Details are at [ogdenweberchamber.com](http://ogdenweberchamber.com).

## **Sept. 22, noon-1:30 p.m.**

**Eighth Annual Women Tech Council (WTC) Awards Luncheon**. Sixteen women in the technology industry will be honored. Speaker is Michelle Munson, chief executive officer of Aspera. Location is Grand America Hotel, 555 S. Main St., Salt Lake City. Cost is \$85 for WTC members, \$95 for nonmembers; tables of 10 are available for \$750. Details are at [womentechcouncil.org](http://womentechcouncil.org).

## **Sept. 22, 7-8 p.m.**

**"Trailblazers of Clean Energy" Series** event featuring racecar driver Leilani Munter. Other events in the series are Oct. 21, featuring Vien Truong, Green for All; and Nov. 5, with Eric Corey Freed, organic architect. Location is the University of Utah's S.J. Quinney College of Law, 380 S. University St., Salt Lake City. Ticket information is available at [utahcleanenergy.org](http://utahcleanenergy.org).

## **Sept. 23, 3-5 p.m.**

**"One-On-One With a Social Media Expert,"** a Salt Lake Chamber "Business Essentials" event. Location is the Salt Lake Chamber, 175 E. 400 S., Suite 600, Salt Lake City. Cost is \$10. Details are at [slchamber.com](http://slchamber.com).

## **Sept. 24-25**

**2015 BOMA Regional Meeting** of the Pacific Northwest Region, hosted by the Building Owners & Managers Association (BOMA) Utah. Activities Sept. 24 are an opening reception, 6-8 p.m. Activities Sept. 25 are 9 a.m.-3 p.m., featuring educational sessions and speaker Laura Nelson, executive director of the Utah Office of Energy Development. Educational sessions include "Retro-Commissioning" and "LED Lighting and Retrofits." Location is Little America Hotel, 500 S. Main St., Salt Lake City. Cost for the full conference is \$65 for members, \$100 for nonmembers. Cost for Friday only is \$30 for members, \$75 for nonmembers. Registration deadline is Sept. 21. Registration can be completed at [www.BOMAUtah.org](http://www.BOMAUtah.org).

**Lisa Sato, Moderator**



Lisa is the owner of Loud Mouth Marketing and chapter administrator for the National Association of Women Business Owners. She has used grassroots marketing techniques to grow several businesses to record numbers.

**Misti Williams Valente**



Misti is a senior business development manager for Spherion Professional Services and has built a successful career in the staffing industry. Her expertise is in helping companies find the best talent for their organizations.

**Joan Muschamp**



Joan is a marketing and social media professional with over 35 years experience in marketing strategy and planning for small business. She thinks a well-integrated strategy is essential for businesses to attract the right customers.

**MaryPat Kavanagh**



MaryPat is the founder and CEO of Strategic Results Marketing and LawMax Marketing. She has owned retail businesses, restaurants and consulting practices and has been extremely involved in her community for her entire professional career.

**Ashlie Baker**



Ashlie Baker is the founder and owner of Bizzy Babe Inc., an online wholesale and retail company established in 2006 and featuring chic breastfeeding covers. She runs her business — and family of husband and four boys — from home.

# WOMEN IN BUSINESS FORUM

presented by:



## How does your office space impact culture and retention

Each month, *The Enterprise*, in conjunction with the Salt Lake Chapter of the National Association of Women Business Owners, conducts a forum session with local women who own and operate their own firms on topics of interest to business owners.

**Lisa Sato, moderator: We'll start off with talking about where your office space was when you first started. If you started in a home office, why did you make the decision to run your business from your home and not to add office space into your budget?**

**Misti:** Simply overhead. There's no reason to lease or own a space so it was more about the cost issues than anything.

**Joan:** When I started Lemon Zest Marketing, I started right from my home with the intention to have it remain a home office business. At this point in my career, I don't want that big corporate thing. I did work in the corporate world for many years, as well as for an independent contractor, and at that time I worked out of my home as well. That was before there were many of the tools that are available today that make working at home so simple and easy.

**MaryPat:** I started Strategic Results Marketing in 1999 in an office space in Arizona and I had an office space when I moved to Utah in 2003. I downsized and worked out of my home but after about two years I realized I needed the structure of going to work everyday. So I got an office in downtown Salt Lake City. I've gone back and forth. About three or four years later I decided I didn't want to commute, so I went back to working from home. Since then, I've had office space that I have access to so that I can have those meetings and those moments where I get to go to work but I also have those days where I don't have to get dressed. So I now play both sides of the fence.

**Ashlie:** Well, I'm just a simple woman with a simple idea that started in my kitchen. So I honestly didn't really know where it was going to take me or where I was going to go with it. I've branched out from my kitchen table to a basement office. Ultimately I'd love to get dressed and go somewhere to get away from the distraction of everything that is going on at home, but right now I'm just in my basement office.

**Lisa:** That leads me to my next question. Since it seems like all of us have worked out of our homes at some point, what are some of the benefits and drawbacks of having a home office?

**Misti:** Flexibility. Some days it's great to stay home. For me, personally, I do better in an office space; I'm more organized. If I go into the office I get a lot more done, I'm more productive with my time, but it happens every once in a while that something has to give that day and you have to stay home. It's nice to have that flexibility.

**Lisa:** You mentioned productivity. When you say you're more productive at the office, how much less effective/productive do you think you are on those days you have to stay home?

**Misti:** For me, going into the office and shutting the door, being able to solely focus on my job and not be pulled between home and work life is much more productive — at least 50 percent.

see FORUM next page

## FORUM

from previous page

**Joan:** Back in the early years, it was a learning process for everyone that I was home to work at home. I learned when my son was very young that I absolutely had to have him in day-care. I could not have him home when I was working and get stuff done. I could manage with a school-aged child when they were sick and even after school, but I had to train those after-school children that my office was my office and when that door was closed they were not to come in unless they knocked and were invited in. I learned I was personally far more productive than I was when I was telecommuting and working corporately.

**MaryPat:** The pros to a home office are flexibility, being able to make your own hours. For me it allows more productivity than going to an office and having a business be confined to that space. With that being said, the downside is that you have to have really clear boundaries with your loved ones and with yourself. I had to put a sign on the door, which worked because my home office was in a separate room. Today, my office is in my living room; I don't do the confinement of the four walls. So I'll often be working on my porch, patio, walk to the local coffee shop — but it requires clear boundaries. And it's taken at least a decade for me to establish those boundaries. The other side of that is, if you're working at a pace it's easy to forget boundaries altogether. You get used to this productivity and forget to go to the bathroom and feed yourself and you realize that you need a bio break.

**Lisa:** Ashley, you have two jobs, one in an office and one at home. So give us some pros/cons of running a business out of your home versus an office.

**Ashlie:** What it comes down to for me is self-discipline. If I'm not going to be self-disciplined then my day is going to be very long and I won't accomplish what I wanted to do. I would say that when I'm driving to my other job the commute is a pain. I'm only about 20 miles from downtown. However, it takes me about an hour to get there. So I'm thinking I'm

heading into that office for eight hours, but I have two hours on the road. I'm exhausted when I get home when I've had a full day at the office. But to my husband I'm a better mom, better wife, better woman when I'm able to have those avenues to become who I want to be and who I am.

**Lisa:** What is some advice you could give on how you've been able to keep your productivity level up and how to keep the kids shut out, etc.?

**Ashlie:** I think keeping that balance with my kids is communication. If I can communicate with them what my needs are and how they can help me then it's great. I'm not going to say that sometimes they are not going to slide the paper under the door saying "Mom, can I do this?" while I'm in the middle of a phone call. Sometimes I address it because it's urgent but sometimes it's about video games or something and I open the door and say, "Can you see me on the phone?" Sometimes I have to address what's going on in the business and other days I have to put the kids first and set aside my work and say, "It's OK, I can get to it tomorrow."

**Lisa:** It's funny you mention the note under the door. That's actually my method. If I'm on the phone or the door is shut, they have to write a note. I know that it may seem silly, but I'll look at it and read it when I can and respond when I can. What do you think about the increased obligation or guilt or responsibility many women feel around household responsibilities and children than many men seem to feel and have you found a good balance with that?

**Misti:** For me it's better to just go into the office. I think part of it is letting go of the expectation that I have to be good at a home office. I think as women we absolutely have expectations around everything, and it's not about what others are doing but about what works for you and makes you comfortable. So in my office when my door is shut, people know that I'm off-limits, busy. When my door is open, people come in and chat, or whatever.

**Joan:** For me the balance had to be from within, setting boundaries within

myself to know that I had a list every day of what had to get done. One business and one personal. I would take those two lists and have to merge them; which are the high priorities? When I first started working from home I was completely on commission, so if I didn't work, I didn't make money. If I didn't make money I couldn't really stay home and do that job. The one downside I want to add, though, because I have a girl and a boy and my daughter is the older child, there were times when she was really young where I felt she was assuming the role and trying to be mother to her brother who was 5 years younger than her. I don't know if that happens when kids are close in age, but you have to watch out for that kind of thing.

**Lisa:** That's a good point. I think that working moms in general breed independent children. I would like to go to our last topic here. MaryPat, seeing as though you've had the biggest span of different kinds of office spaces, I want to talk to you about co-working spaces if you've used them before, and if you feel like that's a happy medium so you have an outside office and can go to it when you need, or if that doesn't work for you and you need to be settled in?

**MaryPat:** I'm going to address both of these things, but the first that is really eating at me is the balance with household responsibilities. The answer is that everybody needs support. You need support in your personal life, your business life and your social life. My No. 1 thing is to hire help. Hire help for your kids because quality time with your kids is better than fragmented time. When you're in the middle of business and you have to turn around and get after your kid because they're not practicing good boundaries and it's feeling disrespectful, you're not at your best as a mom. If you can pay a sitter or co-op two hours a week or something, that two hours can be really productive for you. Also, get somebody else to handle domestic chores. If you have a business, I guarantee you can be making more money in one hour in your business than it costs to pay somebody to clean your toilet. About co-op space, about 10 years ago I needed to get out of my house. I had four kids and I had lost control of my life as a mom. The

solution for me was to go get an office space. What I got was a co-working space. There was a house down the street with seven women sharing the different rooms and it was fantastic. The time in the co-working space not only gave me time to sit down and complete work, but there was also a social component to it. When I didn't have the co-working space I had to find social connections with women and business owners in other ways, which is in part how I threw myself wholeheartedly into NAWBO.

**Joan:** I've used the My Business Bar here and that to me has been very helpful. Technically, I'm not allowed by city law to have clients come to my home and, frankly, I didn't want that. So the co-working space is great and it does add that social component. I agree with MaryPat about the importance of social connections. I do that through networking. If I could add one more thing to all of this: One of the key things that I found in working at home in productivity was having my office space just for myself and having it arranged the way I worked and with what I needed.

**Lisa:** I'll wrap up by saying that I have four offices, and I would call them all co-working spaces. I think it does create a lot of new relationships and provides versatility, and I like the productivity of being there. I firmly applaud trying that out if you're ever interested.



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## Opinion

# Considering the past and the future of the Syrian refugee crisis

The refugee crisis in Europe is one of those human tragedies for which there are no real solutions, despite how many shrill voices in the media may denounce those who fail to come up with a solution.

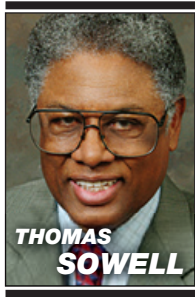
Some options may be better than others, but there is nothing that can honestly be called a solution. Nevertheless many countries, including the United States, could do a lot better.

The immediate problems are the masses of desperate men, women and children fleeing from the wars and terrorism of the Middle East, who are flooding into Europe. But the present crisis cannot be dealt with as if it had no past and no future.

The future is in fact one of the biggest constraints on what can be done in the present. Anyone with a sense of decency and humanity would want to help those who have been through harrowing experiences and have arrived, exhausted and desperate, on the shores of Europe. But the story will not end there, if they do.

With refugees, as with all other human beings, the current generation will pass from the scene. Those who may be grateful to have found a refuge from the horrors of

the Middle East will have a new generation of children in Europe, or in any other place of refuge, who will have no memory of the Middle East.



THOMAS SOWELL

All the new generation will know is that they are not doing as well as other people in the country where they live. They will also know that the values of their culture clash with the values of the Western culture around them. And there will be no lack of “leaders” to tell them that they have been wronged, including some who will urge them to jihad.

Europeans have already seen this scenario play out in their midst, creating strife and even terrorism. Most of the Muslims may be peaceful people who are willing to live and let live. But it takes only a fraction who are not to create havoc.

No nation has an unlimited capacity to absorb immigrants of any sort, and especially immigrants whose cultures are not simply different, but antagonistic, to the values of the society in which they settle.

The inescapable reality is that it is an irreversible decision to admit a foreign population of any sort — but especially a

foreign population that has a track record of remaining foreign.

The past, as well as the future, casts its shadow over the current refugee crisis. It may be no accident that Pres. Obama was up in Alaska, talking about changing the name of Mount McKinley, while this massive human tragedy was unfolding in the Middle East and in Europe.

Barack Obama’s decision to pull American troops out of Iraq, with happy talk about how he was ending a war, turned out to be a bitter mockery when the policy in fact opened the doors to new wars with unspeakable horrors in the present and incalculable consequences for the future.

The glib rhetoric that accompanied the pullout of American troops from Iraq was displayed once again when the rise of ISIS was dismissed as just a junior varsity team trying to look like a serious threat. But now that ISIS controls a big chunk of Iraq and a big chunk of Syria, it is the Obama foreign policy that looks like the work of a junior varsity team.

Undermining stable governments in Egypt and Libya that posed no threat to Western interests in the Middle East was another rhetoric-laden catastrophe of the Obama administration. No wonder Pres.

Obama does not want to get involved in the refugee crisis that his own policies did so much to create. Talking about renaming Mount McKinley seems far safer politically.

Middle Eastern countries might have been expected to take in more refugees who are their Muslim brothers — especially oil-rich countries like Saudi Arabia. But the West, including the United States, could at least send more financial aid to Middle Eastern countries like Jordan and Egypt, to ease the burden of the refugees they have already taken in.

Sending money to Middle Eastern countries that are taking in Muslim refugees makes a lot more sense for the West than taking in more refugees themselves. It may even encounter far less political opposition at home. But a real attempt to deal with the underlying causes of this human tragedy will probably have to wait until Barack Obama is gone from the White House.

Thomas Sowell is a senior fellow at the Hoover Institution, Stanford University. His website is [www.tsowell.com](http://www.tsowell.com).

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# Republican candidate rhetoric: When crazy talk turns dangerous

As 17 Republican candidates try to get noticed, and 16 of them struggle to compete with The Donald, perhaps we should not be surprised to hear crazy rhetoric and outlandish ideas. In recent days, Chris Christie has proposed that all legal visitors to the United States be tracked every minute, like FedEx packages. Mike Huckabee has compared Planned Parenthood to the Islamic State because they both “take people’s heads off.” And I haven’t even gotten to Donald Trump.

The brunt of this extremism has been borne by immigrants, especially Mexicans. It’s crude and obnoxious but ultimately inconsequential. The policies being proposed could never be enacted or implemented. And while Mexicans might be deeply offended — and rightly so — their country has to find a way to make peace with its gigantic neighbor to the north. None of this is true about China, the new target of extreme Republican rhetoric. China is now the world’s second largest economy, almost two and a half times the size of the next largest, Japan. Even if growth slows substantially, China will continue to have seismic effects on the global system.

Scott Walker has declared that the upcoming state visit of China’s president, Xi Jinping, should be canceled. Marco Rubio would allow Xi to come but downgrade his trip and use it as an opportunity to “speak bluntly to this authoritarian ruler.” In a speech billed as outlining his foreign policy, Rubio argued that China was “a rising threat to our economic interests” and “a growing danger to our national security.” Christie ex-

plained that Washington needs a “military approach” to China. Trump goes further and is coarser.



FAREED ZAKARIA

I asked the senior-most foreign policy statesman in the Republican Party, Henry Kissinger, what he makes of this rhetoric. “It is foolishness,” he said, “but dangerous foolishness. It could have extremely grave repercussions.” I also asked Hank Paulson, the last Republican treasury secretary, who has visited China more than 100 times over the last 25 years and negotiated with the Chinese as a businessman, government official and conservationist. “This summit means a lot to both countries and provides an opportunity to get important things done. But particularly because China is experiencing some economic problems at home. If we slight them or overplay our hand, they may leave questioning their ability to work with us. That would be terrible for both nations.”

Part of the problem is that China’s government remains a black box and few people understand what is happening there — which makes it easy to ascribe malignant intentions to Beijing’s every move. Take, for example, the Chinese central bank’s recent decision to allow its currency to fall — instantly denounced by politicians in Washington as an effort to flood the American market with cheap goods. Over the last few years, the renminbi had appreciated substantially against the dollar and the yen. The Chinese government appeared to be responding to Western pressure to allow market forces to reign — which in this case made the cur-

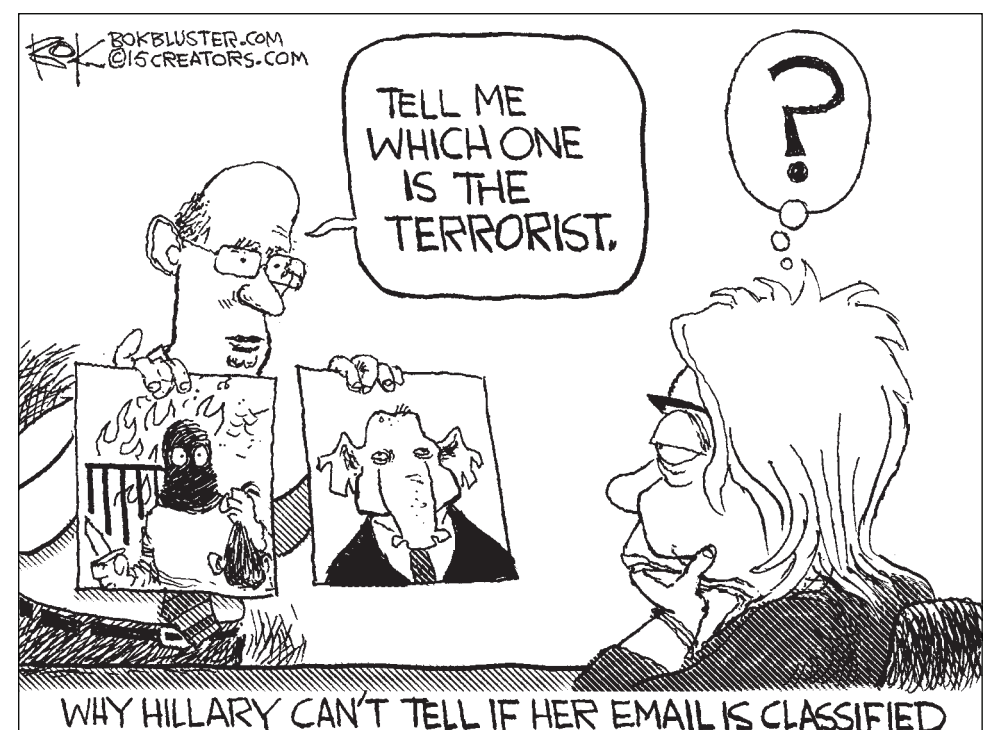
rency fall. That is why the International Monetary Fund praised Beijing’s decision to devalue. And when the renminbi fell too far, Beijing spent an estimated \$200 billion trying to prop it up — hardly the actions of a government trying to devalue. As with the stock market, Beijing’s policies have been inconsistent and ineffective, but that does not mean that they are evil.

“From the rhetoric I hear,” Kissinger told me, “one would imagine that China has decided to embark on a series of policies, economic and military, that threaten the United States. What is really going on is that China is in the midst of an enormous

transformation — economic and political. ... The internal turmoil in the country today is comparable only to the Cultural Revolution.” And, he noted, it would be far better for the United States that China makes this transition to a more stable economy successfully, rather than if it fails.

The Republican rhetoric on China, Mexico and immigration reveals a breakdown of the party’s ideological vision and internal discipline. For decades, Republicans have been in favor of internationalism,

see ZAKARIA next page



# Unemployment is a mental condition: Grads are not 'owed' a job

A fellow member of the Genius Network Mastermind and friend of mine, Richard Rossi,



**DOUG ANDREW**

recently told the story of a father who had invested \$1.5 million in his children's elite education. One had earned a PhD, the

other a MBA. He was befuddled and frustrated when his two sons moved back home because they couldn't find a "job."

There's a lot that's been said lately about the tough job market for graduating millennials. People say things just aren't the same for them as they were for older generations; the economy is tough, life's unfair, the world owes them a living, they might as well become Wall Street occupiers, etc., etc. After all, they did their time in school; aren't they entitled to a stellar job with a great salary?

But I would offer a counterpoint of view. You don't go to college to get a job, as many kids are led to believe. You go to college to get an education, and unfortunately, many children are not getting much of an education. It's also not the world's fault that a job isn't swooping in on golden wings to these graduates. Employment is actually the result of our mindset. In other words, I believe unemployment is a mental condition. And the key to a better, employable mindset? Proper education.

In our family, we believe in

"education" more than "school." Building on ideas by Rossi, I feel we must teach our families — and our employees — the things that, unfortunately, schools do not effectively teach (or sometimes they're not allowed to teach). In other words, we should not subcontract our nation's entire education to the government.

Many of the school systems quash creativity. A test was done where they measured divergent thinking and they found that kindergarten children scored 98 percent in divergent thinking — in other words, the ability to see all kinds of possible solutions to a situation. As children went through school, they were tested

every few years and their ability to think divergently (which is not the same thing as creativity, even though creativity is an important essential component of divergent thinking) had mostly deteriorated. You would think that it would get better as children got older.

This is beautifully illustrated in a YouTube video called

"Changing Education Paradigms" by Sir Ken Robinson. The main reason for the deterioration is that for years the typical school system has told the students that there's only one answer: It's at the back of the book and don't look because

see **ANDREW** page 16

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## ZAKARIA

*from previous page*

engagement and free markets. In 2016, it is quite possible that the party's nominee will be populist, nativist and protectionist.

The consequences of this new climate of China-bashing could be serious. "It might turn out that, over time, we determine that it is not possible to cooperate with China," Kissinger said. "But we should exhaust every effort to have a serious, constructive relationship. If not, the tensions will build, misunderstandings will grow and I worry that we would find ourselves in an atmosphere similar to that of Europe before World War I — a war no one wanted but no one knew how to stop."

Fareed Zakaria's email address is [comments@fareedzakaria.com](mailto:comments@fareedzakaria.com).

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# What not to touch: A germophobe's guide to travel

Life is not a sanitary experience. You are continually forced to be with hordes of humans with all types of coughs, colds and questionable hygiene habits. If you are a “germophobe,” you will want to carry a lot of antiseptic handy wipes with you, whether you go to the movies, a sports stadium, church or any number of travel venues. With that in mind, here



are some things you might want to avoid touching when on airplanes or in hotel rooms:

## What to avoid touching with your bare hands when flying

**1. The armrests.** What? Everybody uses the armrest. But Suzy Strutner, lifestyle editor of the *Huffington Post*, says, “Researchers applied a virulent strain of E. coli to airplane armrests, the nasty bacteria stayed there for a whopping 96 hours — longer than it lasted on both tray tables and toilet flushers.” She advises that “you definitely don’t want to rub your hands all over the armrest.”

**2. The tray tables.** Ms. Strutner also reports: “Researchers from the University of Arizona swabbed them during a 2007 study, [and] four out of six tray tables tested positive for MRSA and noroviruses — a bevy of nasty germs that can cause vomiting and diarrhea. What’s worse, many flight attendants say they only wash tray tables about once per day.”

**3. The inside door handle of the lavatory.** Way too many people, particularly men, do not wash their hands after using the restroom. Enough said.

**4. The button that flushes the toilet.** This button may be even worse than the unsanitary door handle.

**5. Likewise, the lavatory faucet handles.** These were used before you washed your hands, so you might want to turn them off with a paper towel in your hand.

**6. The blankets.** They may be fresh at the beginning of the day, but after use, they are almost always folded up and reused throughout the day for many flights. Meanwhile, users have been coughing, sneezing and drooling on them before it’s your turn. You might also give a second

thought before using an airplane pillow.

**7. The toilet seat.** For obvious reasons, my parents taught me to use seat covers and to avoid touching the seat altogether. And if I did, to wash hands thoroughly afterward.

## What not to touch in a hotel or resort room

**1. The bedspread.** They may give you clean sheets, but these things are almost never washed. And without going into disgusting detail, all sorts of things have been done on them and spilled on them.

**2. The television remote.** These things have been used by hundreds, maybe thousands, of people after their hands have been involved in every sort of activity that could happen in a hotel room — and remotes are never cleaned.

**3. The telephone.** People with all sorts of sicknesses have been talking into the mouthpiece you are talking into.

**4. The door handles to the room or the bathroom on the inside or outside.** They are almost never cleaned, so whatever previous users had on their hands will be on yours.

**5. The bedside table top.** Dirty hands, used Kleenexes, spilled foods and drinks and medicines have been there and it is doubtful that it has been cleaned.

**6. The buffet food if children are serving themselves.** My wife and I were once in a hotel abroad where dinner was served buffet-style. It was a weekend and dozens and dozens of families were staying there with their dozens and dozens of children, and the kids were grabbing foods, often with their hands — even putting some back after putting items on their plates. If you find this situation, leave the buffet and go to another restaurant where you will be served by a waiter.

**7. Your bank or credit card accounts with the hotel/resort Wi-Fi.** This has nothing to do with germs, but everything to do with identity thieves. A hotel is not a good place to check your accounts. If you have used any hotel Wi-Fi with your computer, you have probably noticed lots of surrounding hotel Wi-Fi login options. The point is, there is no easier place in the world to steal your account info on the Internet than when you are accessing it with this Wi-Fi system.

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## CALENDAR

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### Sept. 24, 11 a.m.-1:30 p.m.

**Roundtable Lunch Discussion** titled "Your Organization's Biggest Challenge(s)," organized by Corporate Solutions (Salt Lake Community College). Location is Salt Lake Community College's Miller Campus, Karen Gail Miller Conference Center, 9750 S. 300 W., Sandy. Free, but registration is required. Details are at [www.utahtech.org](http://www.utahtech.org).

### Sept. 24, 11:30 a.m.-1 p.m.

**Chamber Mayors Luncheon**, a Davis Chamber of Commerce event. Location is Wight House Reception Center, 95 N. Main St., Bountiful. Cost is \$20 for chamber members, \$25 for nonmembers. Details are at [davischamberofcommerce.com](http://davischamberofcommerce.com).

### Sept. 24, 5-7 p.m.

**Business After Hours**, a Salt Lake Chamber event. Location is the Humane Society of Utah, 4242 S. 300 W., Murray. Cost is \$10 for members, \$15 for nonmembers. Details are at [slchamber.com](http://slchamber.com).

### Sept. 24, 6:30-8 p.m.

**"Using YouTube to Tell Your Story,"** a workshop that is part of a Social Media Boot Camp series presented by Cottonwood Heights. Shahar Boyayan, co-founder of digital media company Buzz Booster, will explain how video content and brain-based branding can help businesses reach more customers. Location is Cottonwood Heights City Hall, first floor training room, 1265

E. Fort Union Blvd., Cottonwood Heights. Free. Registration can be completed by contacting Peri Kinder at [pkinder@ch.utah.gov](mailto:pkinder@ch.utah.gov) or (801) 944-7067.

### Sept. 24, 8 p.m.

**"A Conversation with Michael Lewis,"** the 2015 Sam Rich Lecture presented by the Hinkley Institute of Politics in conjunction with the David Eccles School of Business at the University of Utah. Lewis is a journalist and author of *The Big Short*, *Moneyball*, *The Blind Side*, *Flash Boys*, *Boomerang* and *Liar's Poker*. Location is Abravanel Hall, 123 S. Temple, Salt Lake City. Tickets are available through ArtTix. Details are at <http://www.hinckley.utah.edu/sam-rich-lecture-series/>.

### Sept. 25, 9 a.m.

**"Drive for a Drive" Charity Golf Tournament**, hosted by Ultradent Products Inc. to benefit the Utah Food Bank. Event begins registration and warm-ups at 8 a.m., followed by a shotgun start at 9 a.m. Location is River Oaks Golf Course, 9300 S. Riverside Drive, Sandy. Sponsorships are available. Cost is \$99. Details are at (800) 520-6640.

### Sept. 25, 10 a.m.-3 p.m.

**Sixth Annual Blue Sky Renewable Energy Project Tour**, a Rocky Mountain Power event. Guests will view the new "solar trees" at Tracy Aviary and the turbines at the Spanish Fork Wind Farm, which have received support from Blue Sky customers. Tour starts and ends at the Tracy Aviary. Participants also will be able to talk to experts in the field. Registration is required. Seats may

be reserved at [www.rockymountainpower.net/tour](http://www.rockymountainpower.net/tour) or by calling 1 (866) 476-9378 Ext. 23.

### Sept. 26, 8 a.m.-2 p.m.

**Student Entrepreneur Conference**, managed by the Utah Entrepreneur Series, a division of the Lassonde Entrepreneur Institute and the David Eccles School of Business at the University of Utah. Open to all university students across Utah. Location is eBay's Draper campus, 583 W. eBay Way, Draper. Cost is \$15. Details are at <http://lassonde.utah.edu/sec/>.

### Sept. 29-30

**"2015 USTAR Confluence: Where Innovative Ideas Seed, Grow and Thrive,"** a Utah Science Technology and Research (USTAR) event. Keynote speaker is Lawrence "Murf" Murphy, chief of global design at GE Healthcare. Location is the James L. Sorenson Molecular Biotechnology Building, 36 S. Wasatch Drive, Salt Lake City. Registration can be completed at [ustar.org](http://ustar.org). Details are at [www.innovationutah.com/confluence2015/](http://www.innovationutah.com/confluence2015/) or [ustar.org](http://ustar.org).

### Sept. 29-30

**2015 MPO Summit**, focused on medtech manufacturing. Location is Stein Eriksen Lodge, 7700 Stein Way, Park City. Cost is \$495; \$49 for academia/student. Details are at <http://mposummit.com/>.

### Sept. 29-Oct. 1

**PERS Summit 2015**, a Personal Emergency Response System industry event hosted by AvantGuard Monitoring Centers. Open to all independent PERS dealers. Keynote speaker is former BYU and NFL quarterback Steve

Young. Location is Chateaux Deer Valley Resort, Park City. Details are at [www.perssummit.com](http://www.perssummit.com).

### Sept. 29, 8 a.m.-2 p.m.

**Women Empowered Conference**. Location is Weber State University's Shepherd Union Building, 2848 Harrison Blvd., Ogden. Cost is \$55 for military attendees, \$55 for Women in Business (WIB) members, \$65 for non-WIB attendees, \$25 for students; \$25 for luncheon only. Details are at [ogdenweberchamber.com](http://ogdenweberchamber.com).

### Sept. 30, 8-10 a.m.

**"Writing Effective Job Descriptions,"** an Employers Council (EC) event. Location is 175 W. 200 S., Suite 2005, Salt Lake City. Cost is \$95 for EC members, \$130 for nonmembers. Details are at [ecutah.org](http://ecutah.org).

### Sept. 30, 8:30 a.m.-3:30 p.m.

**ABC Contractor Continuing Education**, presented by the Associated Builders and Contractors (ABC) Utah Chapter. Nov. 30 is the deadline for all contractor licenses to be renewed. The course fulfills both the core and professional requirements set by the state of Utah and the Department of Licensing to renew. Location is ABC office, 660 W. 900 N., Suite B, North Salt Lake. Course also is available Oct. 21, Nov. 18 and Nov. 24 at the same location; Oct. 5 at Big-D Construction, 1788 W. 200 N., Lindon; and Nov. 3 at Ogden BDO, 918 W. 2nd St, Building 10A, Room 125, Ogden.

Cost is \$69 for members, \$99 for nonmembers. Registration is available at [www.abcutah.org](http://www.abcutah.org) or emailing [abc.utah@abcutah.org](mailto:abc.utah@abcutah.org).

### Sept. 30, 3:45-5 p.m.

**SBIR-STTR Panel Discussion**, with the theme "Strengthen Your Funding Strategy with SBIR-STTR Grants." Presented by the USTAR SBIR-STTR Assistance Center. Local successful entrepreneurs will discuss and share their experiences and expertise on funding a company and the role played by SBIR-STTR (Small Business Innovation Research and Small Business Technology Transfer) funding. Panelists include Clark Turner, founder of Turner Innovations and Aribex Inc.; Nicole Toomey-Davis, president and chief executive officer of Enclavix LLC; Brad Bertoch, president of the Wayne Brown Institute; Stacy Bamberg, CEO of Veristride Inc.; and Mary Cardon (moderator), director of the SBIR-STTR Assistance Center. Location is the University of Utah's Sorenson Molecular Biotechnology Building, 36 S. Wasatch Drive, Salt Lake City. Free. Details are at [utahtech.org](http://utahtech.org).

### Oct. 1, 5:30-8 p.m.

**Clean Energy Networking Event**, presented by Utah Clean Energy. Location is Zions Bank Founders Room, 1 S. Main St., Salt Lake City. Cost is \$40 for nonmembers. Details are at (801) 363-4046 or [info@utahcleanenergy.org](mailto:info@utahcleanenergy.org).

## ANDREW

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that's cheating. (Now, outside of school, that's called collaboration.)

The problem is standardized curriculum and standardized testing often put our kids in boxes. Students are cranked out of school in batches, almost in factory fashion based on their age — or "date of manufacture." Ken Robinson contends that we need to be going in the exact opposite direction in the way we educate.

Building on ideas established by Rossi, I've developed a list of 12 principles that we should teach at home and instill in our workplaces. When I share these principles with audiences at our Abundance by Choice events, light bulbs light up everywhere. To summarize those points, we should be teaching:

1. Critical thinking and problem-solving.
2. Conquering fear and building never-ending self-confidence and faith.
3. Selling, persuasion and negotiating skills.
4. Goal-setting and creating/maintaining a vision for a brighter, bigger future.
5. Effective time-management.

6. Active listening, effective speaking and articulate writing.

7. Likeability.

8. How to be entrepreneurial, innovative and self-motivated.

9. How to consciously train their mind and body to unconsciously act in harmony with their values and vision.

10. How to take negative experiences in life and turn them into positive outcomes.

11. How to have an attitude of gratitude and an abundance mentality versus an entitlement and scarcity mentality.

12. How to always be responsible and accountable, avoiding the zones of blame, justification or shame.

I'm convinced, if we teach these principles, young people will never be unemployed, because unemployment is a mental condition. They will know their worth, they will know how to create value and how to be compensated for value creation, they will stand out as someone who knows more than facts and can pass a test — they will be dynamic, profitable contributors. Imagine the abundance everyone could enjoy if they incorporated these principles. Because security is in the individual, not in the job.

Doug Andrew is a best-selling author, radio talk show host and abundant living coach.

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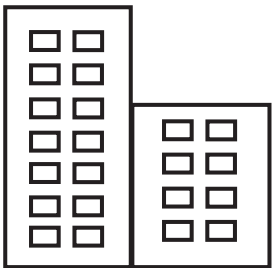


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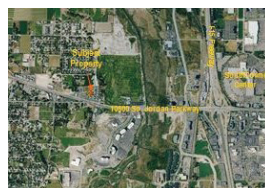
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Up To 10,800 Sqft

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#### Office Condo For Sale/Lease 5292 S. College Dr #101 (500 W)



- 6287 SF- Main floor office
- High end tenant finish
- 14 + private office
- 2 large work areas
- Underground parking

**For Sale:** \$1,199,000/**Lease Rate:** \$13.50 NNN  
GEORGE RICHARDS, CCIM 801-631-9963

#### Choice Commercial Building Lot 7589-7597 S. Main Street-Midvale



**For Sale: \$200,000**

- Flat Lot
- .31 Acres
- 100'x125'
- West Facing
- Zoned Historic Commercial

Steve Bryant 801-598-0800

## Wonderful Investment Opportunity! Puffer Lake-21.2 Miles East Of Beaver On UT-153



**For Sale: \$6,750,000**

PRIME RECREATIONAL DEV.  
589.38 Acres

Surrounded By Fishlake National Forest  
Nestled In Tushar Mtns-Elevation 9,672 Ft  
38 Minutes East Of Beaver City &  
Adjacent To Eagle Point Ski Resort  
Just Imagine Lodges, Homes, Golf Course,  
Snowmobile & Skiing Possibilities  
Water Rights

Call For More Details & Info



Kaye Lecheminant 801-580-0363

#### Commercial Building-Vehicle Related 520 West 1700



**For Sale: \$549,900**

- Approx. 3,809 Sqft/.85 Acres
- Spacious Shop & Warehouse
- With Overhead Doors
- Current Use: Auto Repair Shop
- Great Location- Frontage On Antelope Dr.
- Plenty Of Parking

Kaye Lecheminant  
801-580-0363

## Rare Multi Family Land For Sale! 1000 W. Summit Ridge Pkwy-Santaquin



**For Sale: \$6,500,000**

Summit Ridge Is A Master Planned Community With  
Single & Multi Family, Residential & Commercial.  
20 Minutes South Of Provo, Right off Exit 2421  
60.01 Acres



Stacey Farrer 801-815-2969

#### Commercial Retail-Great Location 815 East 3300 South-Salt Lake City



**For Sale: \$319,900**

- Approx. 1,916 Sq Ft
- Great Visibility
- High Traffic Count
- Off Street Parking
- Perfect For CPA, Insurance, Real Estate, Beauty/Spa, Massage or Hair Salon



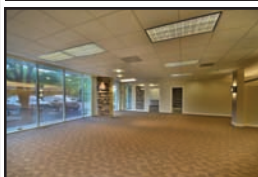
Ray Morrison 801-541-0323

#### Great Office Or Office/Retail Space 355 East 2100 South-Salt Lake City



**For Lease: \$14.50/Sq Ft**

- Modified Gross
- 3,800 Sqft
- Completely Remodeled
- New Granite, Carpet & Paint
- Easy Free Parking
- Great Visibility
- Designer Lighting



Kym McClelland 801-573-2828

#### Luxury Office Suite-Realtor Building 2nd Floor Space 230 W. Town Ridge Pkwy (9670 S)

**For Lease-\$14/NNN**

- 7,552 RSF/6,567 USF
- 14 Offices
- 2 Conference Rooms
- Reception
- Break Room

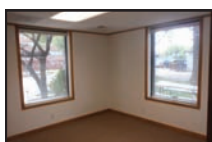


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#### Centrally Located Office Space-For Lease 740 E. 3900 S.

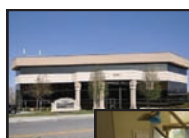


- \$12.50/Full Service\***
- MAIN FLOOR SPACE
- 1,350 -3,400 Sq. Ft
- Multiple Offices, Reception Area & Waiting Room
- Newer Paint & Carpet
- Updated Baths
- Space Can Be Reconfigured
- \*Excludes Interior Janitorial



TERRY CONONELOS 801-205-7019

#### Dental Office Condo-5295 S. College Dr #203



**For Lease-\$13.50/NNN**

- For Sale: \$450,000**
- 2,171 RSF
- 2nd Floor Office
- 1 Private Office
- 5-6 Operation Rooms With Lab
- Waiting Room & Reception



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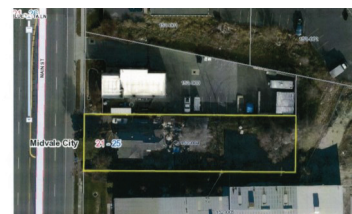
#### Vine Street Office Park-For Sale or Lease 682 E. Vine St. #7



- \$330,000 OR \$16-Full Service**
- 1,920 Sqft
- 7 Lrg Offices, Conf Rm, Break Rm & Reception Are
- Top Quality Finishes

GEORGE RICHARDS, CCIM 801-631-9963

#### Prime Commercial or Light Industrial Land 7267 South 700 West-Midvale



**For Sale: \$215,000**

- 0.40 Acres
- Flat Terrain
- Excellent Traffic exposure

Steve Bryant 801-598-0800



## OFFICE PROPERTY FOR LEASE

# Northgate Park

350 West 800 North, Salt Lake City



Total space available: 14,055 SF • Rental Rate: \$9-\$11/SF/YR • Min Divisible: 1,850 SF • Max Contiguous: 7,095 SF • Building Class: B



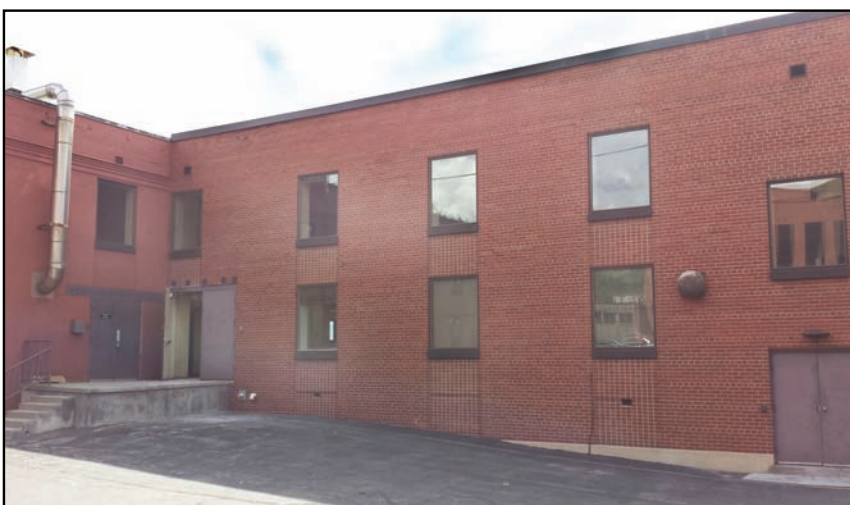
### All of Floor 3

- Space Available: 7,905 SF
- Rental Rate: \$11 /SF/Year
- Space Type: Office Building
- Max. Contiguous: 7,095 SF
- Lease Type: Full Service
- Date Available: Jul 2015
- Lease Term: 12 Months
- Parking Spaces: 30
- Pct. Procurement Fee: 3.00%
- This is a continuous space made up of offices, conference room and 3 open floor office areas.



### East Side of floor 2

- Space Available: 1,850 SF
- Rental Rate: \$11 /SF/Year
- Space Type: Office Building
- Date Available: Jul 2015
- Parking Spaces: 25
- Pct. Procurement Fee: 3.00%
- This is a separate space on the east side of floor 2 it has a 6 separate offices and a large common area.



### West Side of Floor 2

- Space Available: 4,300 SF
- Rental Rate: \$9 /SF/Year
- Space Type: Office-R&D
- Lease Type: Full Service
- Date Available: Jul 2015
- Lease Term: 12 Months
- No. Parking Spaces: 20
- Pct. Procurement Fee: 3.00%
- This space has both lab or warehouse and office, with loft-like feel. Also has double door to a dock for loading and unloading.

This is a brick building located at 350 W. 800 N. Salt Lake City. It is a class B office and the best downtown full-service office lease space available. Lots of shared parking and possible 36 reserved spots with full lease. This is a full-service lease the landlord pays for all utilities and provides common garbage removal. This is not triple net, you pay \$11 a foot a year or \$0.91 a month. There are 2 floors available for rent which are broken up into 3 spaces. The smallest office space being 1,814, made of a common open area of 1170 SQFT (2) 220 SQFT office and (2) 112 sqft offices. The 2nd floor is continuous office space of 7,905 sq. ft. It is made up of 3 large common areas and many separate offices and conference rooms. The 2nd floor office warehouse or shop also has a lab or warehouse of 2700 SQFT at \$8 SQFT. and class C office of 1261 sq ft attached at \$10 a sq ft, and a dock with double opening doors for loading.

This is the best office space in downtown Salt Lake City. Freeway friendly location with access to I-15 off 600 North. Great on-site landlord.

**CONTACT: James Rogers**  
801-891-6932 jamesrogers@utahsign.com



# CLYDE COMPANIES®

*Building a Better Community*



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