

# The VOICE of Business

## Scholarships Awarded to Business Students

In late March, the Parkland College held its Spring Scholarship Presentations. The Yorkton Chamber sponsored two scholarships, each valued at \$1000. Cody Bencze and Riana Skikewich, students in the Business program were presented with their scholarships by Chamber Director Brent Murdock.



Are you proud of your company's growth? Its contribution to the community? If you answered yes, then consider nominating your business for one of the 10 Sask Chamber ABEX Awards! Self-nominations are welcome in all categories. If you're not able to nominate your own company this year, then send a recommendation for another great company to the Sask Chamber. **Help the Chamber to recognize exceptional suppliers, customers, and partners. Just send the name and suggested category and the Sask Chamber team will take care of the rest.**

Visit Sask Chamber's website to view the 2015 ABEX nomination materials. And while you're there, take a look at all of the companies who have been successful at ABEX in years past:  
<http://www.saskchamber.com/default.aspx?page=30>

The deadline for ABEX nominations materials is June 30, 2015.

*Questions about ABEX? Then contact Elissa LaLiberte, Director of Member Engagement (306) 352-2671 [elaliberte@saskchamber.com](mailto:elaliberte@saskchamber.com)*



*Riana Skikewich accepts the Chamber's \$1000 scholarship from Brent Murdock.*



*Cody Bencze receives the Chamber's \$1000 scholarship from Brent Murdock.*

## *Congratulations!*

- To **Redwood Motel** on 55 years in business
- To **Harris Financial - Garry Harris** has been a Financial Advisor for 35 years
- To **Trevor Cherry** on being a Financial Advisor with Sunlife Financial for 10 years
- To **Vintage Vault** on being selected for the second year in a row to open the 4th Annual Sask Fashion Week in Regina
- To **Joey Children's Apparel** on donating \$6000 to the Brayden Ottenbreit Close Cuts4Cancer - which represents the proceeds from the recent Kids Expo. The funds will provide chemo accessible shirts and trophies to kids fighting cancer in Saskatchewan!

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## Trades & Technology Centre Tour



Dr. Fay Myers invited the Chamber Board and staff to tour the Trades & Technology Centre. Construction is scheduled to be complete in June with the Centre opening its doors to students in September. Watch for details about the College's event coming up in September!

## Upcoming Dates to Remember

- May 12**  
Sask Chamber Policy Round Table in Yorkton  
1:00 - 4:00 PM Ravine Room, Gallagher Centre
- May 11 - 16**  
spring Residential Waste Yard Clean-up week
- May 21 - 24**  
Yorkton Film Festival
- May 28**  
Chamber Business Lunch with Chad Fleck, CEO STEP
- June 30**  
Deadline for applications for ABEX Awards
- July 1 - 4**  
Yorkton Summer Fair
- Aug 16**  
Health Foundation Charity Road Race

## Your Future Employee is Waiting to Meet You!

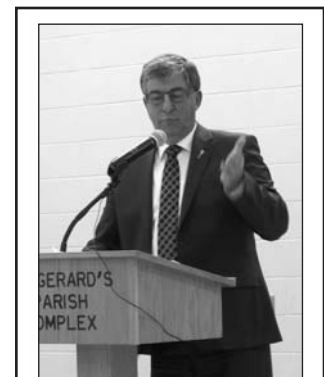
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*saskcareers.ca is supported by the Saskatchewan Chamber of Commerce and the Governments of Saskatchewan and Canada*



*The Hon. Ken Krawetz was the Guest Speaker at a recent Chamber Business Lunch. He spoke about the highlights of the 2015 - 16 Provincial Budget.*

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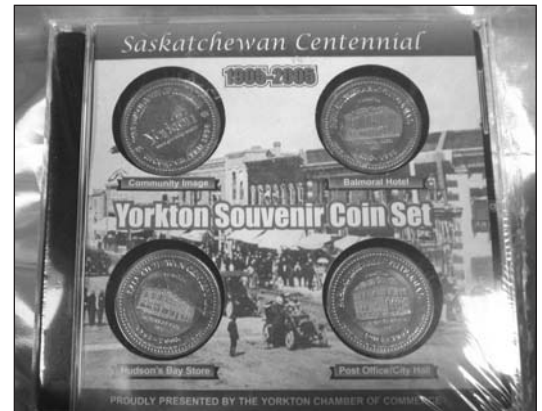


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## Yorkton Coins for Sale

To commemorate the province's Centennial in 2005, a four piece coin set was specially designed by the Yorkton Chamber of Commerce and minted by the Great Canadian Mint in Edmonton. Three of the coins each depict a historical building - the Balmoral Hotel built in 1897; the Post Office/City Hall built in 1908; the Hudson Bay Store built in 1912 - which still stands on the corner of Second Avenue and Broadway. The fourth coin depicts the Yorkton Brand "Yorkton, where good things happen" which was announced in 2004.

We have discovered several of these sets and are making them available for sale for just \$10 (plus GST). To purchase your coin set, visit the Tourism Yorkton office.



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## Business building lessons from "Breaking Bad"

By Mouneeb Shahid, CEO and Founder 2WebDesign.com

This article first appeared in BUSINESS View Feb/Mar 2014 and is reprinted with permission of the author.

Breaking Bad is an award-winning series which highlights a two year journey of an ailing high school chemistry teacher who overcomes financial challenges by turning to a life of crime. As an entrepreneur, the teacher exhibited 11 key traits that made him successful:

**1) Pursuit of Excellence:** Every business should regularly invest in making itself better at what it does. The product or service that you offer should have the highest standards and be the best in the industry. Period. There is no room for mediocre companies in an aggressive market.

**2) Service with an extra-mile:** Your customers will decide how good you are, so it is important you take good care of them. Go beyond and deliver more, with a better quality than they expect. Make it your goal to ensure that your customers have fond memories of you. This is absolutely necessary if you want them talking about your product to their network.

**3) Extreme level of passion:** Your product or service is a reflection of you as a business owner. If you are passionate about your business, your customers will sense that and be excited about your offering. Passion really counts when the going gets tough. When everything is breaking apart and things go downhill, it is the passionate entrepreneurs that survive the market slump.

**4) Partner with care:** Partnerships are like marriage. They go well at times but they can break apart as well. Partnerships are mutually beneficial if you have a clear understanding of responsibilities between the partners and focus on the strengths of each other. Always have an exit strategy that all parties are clear about.

**5) Build an Empire:** Make efforts to continually expand by selecting the right distribution and sales channels. By employing distribution channels you can streamline the

delivery of your product and grow revenues consistently. It also adds a layer of stability to your business so you can have a healthy cash flow.

**6) Negotiate:** Whenever there is hard-earned money or resources involved, always negotiate. Try to have an unbiased understanding of the commitments and value of each negotiating party. Your negotiating power will depend on your approach, the value you bring to the table and your position in the market.

**7) Dominate:** Dominate your industry. In addition to delivering the best product and service, take aggressive measures to be the one your customer will think of when there is talk about your industry.

**8) Be Patient:** When dealing with people and hardships in business, being patient with the conditions at hand is critical. How you deal with struggles today will influence your success tomorrow.

**9) Innovate:** It's a fact that most innovations happen when there is a period of recession. This is understandable because when money is rolling in, businesses are not worried. It is when times get difficult that we need to survive.

**10) Keep your Goals in Sight:** Never lose track of your goals. Always remembering your goals and keep an active mindset as to why you are doing what you are doing.

**11) Keep Family First:** Most entrepreneurs are guilty of not spending enough time with their families. We live in a world full of rat races and whatever we achieve never seems to be enough. When you are trapped in the mindset of moving forward professionally, you might actually be moving backward personally. Keeping your family first as part of your goals is necessary to live a full life and actually be successful.

To see the article in its entirety, visit [www2.webdesign.com/blog](http://www2.webdesign.com/blog)

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on the Chamber's website

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