



A CAUSE FOR GOOD BECAUSE OF YOU

LEARN MORE

gwrymca.org/capital-campaign

The O'Fallon YMCA has responded to the changing needs of our community for more than 20 years. With increasing demand for affordable, quality child care in our area, the Y is stepping up to meet that growing need. As the leader in child care services, the Y is uniquely positioned to provide the spaces and programming essential for ALL children in our community.





O'FALLON-SHILOH CHAMBER OF COMMERCE

CHAMBER TRACKS

M O N T H L Y N E W S L E T T E R



5 Questions the Most Interesting People Will Always Ask in Conversations

Ban boring questions for good. The point is to get beyond the dreaded small talk and engage in a captivating conversation that will attract others to your social circle.

[Page 13](#)

Get into the Halloween Spirit (see what we did there?) with these spooky good, fun community events! Witches, Wizards, Costume Contests, Trunk or Treats, and a Pub Crawl!

[Page 11](#)

October is Breast Cancer Awareness Month. If you are over the age of 40, here's what you need to know to ensure you are taking every precaution.

[Page 7](#)

WELCOME

NEW MEMBERS

Salon Ludic
Natasha Downs
Bailey Spengler
210 Hartman Lane Ste 700
OFallon, IL 62269
618-632-6122
Ludicsalon@gmail.com
www.salonludic.com
(Salon)
Referred by Jason Spengler

Top Nutrition & Performance, LLC
Ken Roberts
922A Talon Dr.
OFallon, IL 62269
618-671-6501
ken@topnnp.com
www.topnnp.com

Force Elegance
Christopher Schmidt
P.O Box 1058
O'Fallon, IL 62269
618-544-7773
chris@force-elegance.com
www.force-elegance.com
(HVAC)

Mandy's Bar
Amanda Schmitt
108 East State Street
O'Fallon, IL 62269
618-624-3760
manmac309@gmail.com
(Bar/ Drinking Establishment)

D.L.H. Home Solutions
Chris Healthery
OFallon, IL 62269
618-795-9921
DLHHomes618@yahoo.com
http://www.dlh618.com
(Contracting/Construction)

White Glove Courier Service
Germany Allen
OFallon, IL 62269
618-619-7320
germany.allen@gmail.com
www.whiteglovecourier.com

LN2S Consulting, LLC
Laurie Calkins
O'Fallon, IL 62269
618-228-2898
laurie@LN2Sconsulting.com
https://ln2sconsulting.com

O'Fallon-Shiloh Chamber of Commerce
P.O. Box 371
116 E. First Street
O'Fallon, IL 62269
www.OFallonChamber.com
Services: Maps: First one is free, each additional is \$1

Getting your name out
Newsletter Sponsor - \$100
Featured Business Ad - \$75
Full Page Ad - \$50 | 1/2 Page Ad - \$35
1/4 Page Ad - \$25
[Click for more details](#)

Follow us on Social Media!



MEMBER RENEWALS

STAR INVESTORS

- ***First Community Credit Union**
- ***First National Bank of Waterloo**
- ***Klein's Brand Source**
- ***Lincoln Surgical Associates, LTD**

Baird Private Wealth Management
 CareLink of Metro East
 DataJocks
 Distler's Auto Repair
 Jack Schmitt Premium Car Wash
 John West
 Markarian Orthodontics
 McAlister's Deli
 Network Specialists
 O'Fallon Woman's Club
 PAR Travel Tech, Inc.
 Pure 111 Medical Aesthetics
 Safe Lock Storage
 Serene Renewal Medical Spa & Woman's Wellness
 SSM Physical Therapy
 St. Clare of Assisi Catholic Church
 St. Michaels Episcopal Church
 Standard Rule Promotions
 Sylvan Learning
 The Lowery Group, Northwestern Mutual
 Underwood Chiropractic
 Visiting Angels

YOUR CHAMBER OF COMMERCE STAFF

Debbie Arell-Martinez - [E-mail](#)
Executive Director

Melissa Federhofer - [E-mail](#)
Communications Manager

Doris Obernuefemann - [E-mail](#)
Assistant Director

Jessica Lotz - [E-mail](#)
Leadership & Development
Coordinator

Johnnie Hodges - [E-mail](#)
Membership Coordinator

Chamber Tracks is our monthly newsletter and comes out the first week of each month. The deadline for submitting your information for this publication is the 25th of the month preceding this publication. We have gone "green" and post the newsletter electronically to the website. An e-mail goes out to all members advising them that the newsletter is available for viewing at OFallonChamber.com/news.html.

Print copies are available in the Chamber office upon request.

MEMBER NEWS



WITH YOU EDUCATION GRANT PROGRAM NOW ACCEPTING APPLICATIONS

Local schools once again have an opportunity to receive some extra support from the Scott Credit Union Community Foundation. As of October 1, the Foundation is now seeking applications for its With You grant program.

“Too often, educators have great ideas that would benefit their students, but they just don’t have the funding to make these projects a reality,” said Frank Padak, President and CEO of Scott Credit Union. “That’s where the With You program comes in. We’ve set aside \$25,000 to be awarded to a variety of school initiatives that will positively impact the young people of our community.”

To apply, educators should submit a short online application at <https://community.scu.org/with-you-program/>. A volunteer committee will review all entries, with school names remaining anonymous throughout the selection process. Grants will be awarded to schools within Scott Credit Union’s field of membership based on need, the direct benefit to students, and the percentage of student enrollment impacted by the project. Information about SCU’s field of membership can be found at <http://scu.org/membership>. Applications must be submitted by October 31, 2021, and winners will be contacted by November 30, 2021.

Last year’s \$25,000 With You grant funding was shared among East Alton-Wood River High School (Wood River, IL); McCluer High School (Florissant, MO); Triad School District (Troy, IL); Our Lady Queen of Peace (Belleville,

IL); Dorris Intermediate School (Collinsville, IL); and Holy Trinity Catholic School (Fairview Heights, IL). The funds were used for a variety of projects, including free meals for students in need, new classroom computers, e-books, and more.

“Hearing the stories of last year’s applicants, we felt inspired by these educators’ dedication to their students,” said Padak. “We’re honored to have helped them make a difference in 2020, and we’re excited to do so again this year.”



PUBLIC SAFETY DIRECTOR/ POLICE CHIEF ERIC VAN HOOK ANNOUNCES RETIREMENT

After 22 years as a police officer and 8 years as Director of Public Safety for the City of O’Fallon, Police Chief Eric Van Hook has announced his retirement from the City of O’Fallon. Chief Van Hook began in career as a police officer for the City of O’Fallon in 1990. His last day will be November 11, 2021.

“Eric Van Hook directed O’Fallon’s



Public Safety Department through some of its most important, and fastest growing years in history. O’Fallon is known as one of the safest communities in the area, and Eric has had an important role in that,” said Mayor Herb Roach. “He has served with professionalism, expertise, and bravery. We owe him a debt of gratitude. The entire community will miss his leadership.”

During his tenure as Director, O’Fallon’s Public Safety Department has become a leader in the region. Chief Van Hook has a long list of accomplishments through his career, including the growth of the O’Fallon Police Department to 50 sworn full-time police officers, establishment of the Metro East Communications Center (MECOMM), a joint 911 dispatch center in partnership with Fairview Heights, Creation of O’Fallon’s first diversity recruitment initiative, numerous officer-wellbeing strategies, an officer body-worn camera program, and continuance of O’Fallon’s mission of building strong community partnerships and the pursuit of safety for all citizens.

“It has been one of the highest honors of my life to serve the City of O’Fallon. It’s a wonderful place to live, work, and serve,” said Chief Van Hook. “I have been a police officer my entire adult life and while I will miss the job, I know that O’Fallon will continue to be a leader in the region.”



GCS EMPLOYEES DONATE \$735 TO OTHS FAMILY FOR FAMILIES FUND



O’Fallon, IL - GCS Credit Union employees became a part of the giving ‘family’ by donating \$735 to O’Fallon Township High School’s Family for Families Fund through their Growing Community Schools Jean Program.

The Growing Community Schools Program is funded by GCS employees

who make monthly, monetary donations out of their own pockets to a local school organization. By donating \$15 or more to a specific organization, GCS employees are able to wear jeans on Fridays and Saturdays during that month. The OTHS Family for Families Fund provides assistance to a variety of families throughout the year as needs arise. They purchase clothing, toiletries, food, and many other items for families who need assistance. Mr. Daniel Cox, OTHS Family for Families Fund program creator and sponsor, stated "This will help The OTHS Family for Families Fund continue to help students and families when they have extenuating circumstances and need assistance in various ways. We greatly appreciate the support of our local community members and businesses. From the bottom of our hearts, Thank you GCS Employees!!!"

Our Growing Community Schools Program is built to help students within our own communities. GCS Credit Union is spreading kindness from city to city and making a difference from school to school. To find out more about GCS Credit Union, visit myGCScu.com.



ANNOUNCING PHARMACY RESIDENCY PROGRAM'S 6TH YEAR



Hospice of Southern Illinois is pleased to introduce and welcome the full-time, on-staff, PGY-2 (post-graduate, year 2) Pharmacy Resident, Dr. Emily Oliver, PharmD. Setting us apart from other hospice programs, we are announcing our 6th year with a PGY-2 Pain and Palliative Care Pharmacy Residency Program. In collaboration with the SIUE School of Pharmacy,

we remain the only accredited PGY-2 Pain and Palliative Care Pharmacy Residency Program fully funded by a hospice, in the United States. Our patients, families, and entire organization directly benefits from this very unique program, which is 1 of 31 in the country and the only accredited one, fully funded by a hospice. Dr. Oliver is an integral member of our interdisciplinary team. Our pharmacist has many roles focusing on each patient's goals of care. Specifically, as individuals approach the final weeks and days, there are so many physical changes happening. One unique part of our program this year, is the increased frequency and extension of more one-on-one pain and medication management consultations to ensure the highest quality of care to the patients and families we serve. Dr. Oliver shares our commitment to this program and quality of life for individuals with a life-limiting illness. "From the moment I met the individuals at Hospice of Southern Illinois, I knew it was an organization that I would be honored to serve. I have been welcomed in by the caring team at Hospice of Southern Illinois and it has quickly started to feel like home. Each day I have the opportunity to continue my education as a pain management and palliative care pharmacist and learn from individuals that are leaders in the field. I look forward to continuing to get to know our patients and family members as they have already left a lasting impact on my career."

Dr. Ellen Middendorf, Medical Director for Hospice of Southern Illinois explains, "Our PGY2 Program in Pain and Palliative Care, in conjunction with Southern Illinois University at Edwardsville's School of Pharmacy, has proceeded to evolve over the last six years. We continue to develop innovative ways for our pharmacist to positively affect the lives of our patients and families, and also provide much desired education for our staff and the community at large. This program is an invaluable asset to Hospice of Southern Illinois." The specialized support this program offers to Hospice of Southern Illinois' patients, includes streamlined symptom management to reduce side effects and medication interactions;

ensures safe and effective medication use and helps medication cost-management. Furthermore, our pharmacist adds another level of expertise to adhere to regulatory and compliance changes in the healthcare field. Together, we ensure the highest standard of care to those we serve. Additionally, we proudly offer one-on-one education to, not only our patients and families, but staff and healthcare professionals as well. Chris Herndon, PharmD., SIUE professor and Residency Program Director added, "This unique training program prepares specialized clinical pharmacists, while enhancing the care of Hospice of Southern Illinois' patients."

The Pandemic has shaped how clinicians offer support and compassion. However, it doesn't change the philosophy of our care. A person's quality-of-life matters now more than ever before because of the additional barriers people are experiencing. Hospice of Southern Illinois is leading the way by ensuring that a patient's comfort, peace and dignity remain intact during the end-of-life journey. We will rise to the challenges that are ahead. And, we will continue to do what we do best, enhancing the quality of life for people touched by a life-limiting illness. This can be seen in the passion and commitment of our employees and volunteers in providing excellent hospice care through all of our services, including our PGY2 Program. For more information about Hospice of Southern Illinois, visit our website, www.hospice.org, or contact Lisa Phillipson, 618-235-1703 or lphillipson@hospice.org.

**Find more
Member News
on our website:**

OFallonChamber.com

HEALTHCARE & WELLNESS

Every month, members of the Chamber's health and wellness committee share information everyone can use. This month's health tip is from Dr. James Clanahan, from Memorial Hospital and Lincoln Surgical.

October is Breast Cancer Awareness Month

One in eight women will be diagnosed with breast cancer in their lifetime. It is the second most common form of cancer and second-leading cause of death in American women. A mammogram is the best preventive tool in the fight against breast cancer and can help find cancer early – long before it can be felt or before a person has symptoms.

The Harold and Dixie LePere Breast Health Center of Excellence located on the campus of Memorial Hospital Shiloh is recognized as a Center of Excellence by the American College of Radiology and accredited by the National Accreditation Program for Breast Centers (NAPBC). It is the only NAPBC-accredited facility in the Metro-East.

As a NAPBC-accredited center, The Harold & Dixie LePere Breast Health Center is among 500 breast centers in the nation accredited by this organization. The Center is committed to maintaining levels of excellence in the delivery of comprehensive, patient-centered, multidisciplinary care resulting in high-quality care for patients with breast disease. Patients receiving care at a NAPBC-accredited center have access to information on clinical trials and new treatments, genetic counseling, and patient-centered services including psycho-social support and a survivorship care plan that documents the care each patient receives and seeks to improve cancer survivors' quality of life.

"It's a great accomplishment to receive accreditation from the NAPBC," said Dr. James Clanahan, breast surgeon with Lincoln Surgical Associates and medical director of The Harold & Dixie LePere Breast Health Center at Memorial. "It affirms our dedication to provide those in our area with exceptional breast health services."



Dr. James Clanahan
Medical Director, The Harold and Dixie LePere Breast Health Center
Breast surgeon, Lincoln Surgical Associates



For more information about breast health services, go to www.memorialbreasthealthcenter.org

Screening Guidelines for Mammography

Women ages 40 to 44 should have start annual breast cancer screening with mammograms (x-rays of the breast) as part of their annual testing.

If you have a mother, sister, or grandmother who had a breast cancer diagnosis before the age of 40, you may start getting mammograms sooner.

Women age 45 and over should get mammograms every year.

Monthly self-breast exams in conjunction with their yearly mammogram is a good opportunity to find an area of concern between annual mammograms.

To schedule your mammogram at the Harold and Dixie LePere Breast Health Center of Excellence, call 618-257-4949.

Walk-ins are welcome.



1414 Cross Street, Suite 220
Shiloh, Illinois 62269



1 IN 8 WOMEN

in the United States will develop breast cancer in her lifetime.

Share because you Care!

What's Your motto?

75th Anniversary
O'Fallon-Shiloh Chamber of Commerce
www.OFallonChamber.com

“
HE IS NO FOOL WHO
GIVES WHAT HE
CANNOT KEEP TO
GAIN WHAT HE
CANNOT LOSE.
”

- JIM ELLIOT

MARK PETERS
HEALTHIER TOGETHER

HEALTHCARE & WELLNESS COMMITTEE

How do you cope?

“
Running, any form of
exercise, deep breathing,
listening to music, talking
with friends, listening to
Podcasts, laughter
(watching a comedy),
limiting my time on social
media platforms and
cleaning.
”

Jennifer Ellis



Counselors Associates, Ltd.

75th Anniversary
O'Fallon-Shiloh Chamber of Commerce
www.OFallonChamber.com

Healthcare & Wellness Committee

Counselors Associates Ltd
Here to help

View more resources and information on our website: OfallonChamber.com/health-and-wellness-resources/

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✓	\$1500 (OR MORE) FOR A 1-DAY WORKSHOP	IMPROVE SPEAKING & PRESENTATION SKILLS Dedicated time at each meeting to refine your skills and clarify your message.
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618-560-8484

BEHIND THE SCENES AT THE O'FALLON-SHILOH CHAMBER OF COMMERCE



Your Best MedicineSM is Right Here.

Memorial Hospital Shiloh is committed to meeting the needs of our community with everything you need available on the Shiloh campus:

- Inpatient, outpatient, emergency care, and diagnostic services
- Family Care Birthing Center
- Children's at Memorial
- Primary care and specialty services from BJC Medical Group
- Specialty care from Washington University Physicians in Illinois, Inc.
- Siteman Cancer Center—the only satellite facility in Illinois

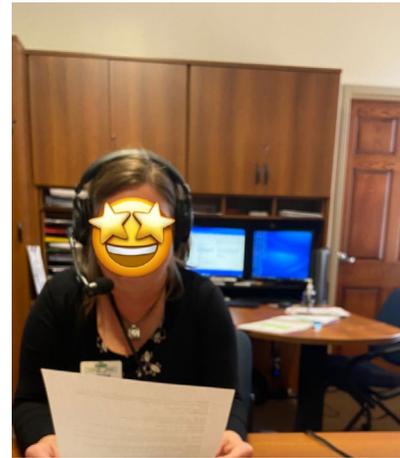
And as part of BJC HealthCare, we are connected to Barnes-Jewish Hospital. It's the world's best medicine right where you live.



memhosp.org



Do you know who our special guest was on the 618 Now Podcast last Friday? Our very own Debbie-Arell Martinez! Debbie talked about what the Chamber is...and is *not*, what the benefits of being a chamber member are, and how we help the community and businesses alike.



If you haven't listened to our Podcast yet, you are missing out! It's chock full of great information every week. Check it out!

<https://the618now.podbean.com/>

Our education committee has been soliciting new reusable water bottles for students as water fountains are still covered due to the pandemic. Students have access to bottle filling stations at our schools and are encouraged to bring bottles from home, but some are unable to bring them and some forget.

We're so glad so many businesses want to get behind this idea and help out children who have forgotten their water bottles or maybe who could use a little help in providing one. We have had such a HUGE response that we don't need any additional bottles right now! That's fantastic!

New reusable water bottles have been delivered to Districts 90, 103, 203 and 85, as well as St. Clare Catholic School and First Baptist Academy.



Photos (from top)
Susan Schultz, Webster University

Teri Rankin, O'Fallon Public Library with Jackye Biehl, First Baptist Academy, and Christina Howard, St. Clare Catholic School



UPCOMING EVENTS

As we transition back to in-person events, we will follow all current CDC guidelines. Please be patient and understanding with us, and with your fellow members as we all navigate the "new normal."

RESTAURANT ROULETTE
ARE YOU READY TO NETWORK?

1 SIGN UP FOR THE LUNCHEON

2 GET RANDOMLY PAIRED WITH OTHER MEMBERS.

3 GET RANDOMLY PAIRED WITH A LOCAL RESTAURANT.

HOW IT WORKS:
We will tell you the day before which restaurant you will be going to.
You'll find out who your lunch partners are when you show up!
The restaurant will have a table reserved for you.

O'Fallon-St. Louis Chamber of Commerce

What is restaurant roulette?

- You sign up to join us for lunch on the appointed date/time.
- We'll use our virtual roulette wheel to determine where you eat and who you eat with!
- You're randomly assigned a restaurant (we'll let you know the day before where you're eating).
- You'll find out who your lunch partners are (3 other chamber members) when you show up to eat!
- This is a way to support local restaurants and get a chance to network!

RSVP

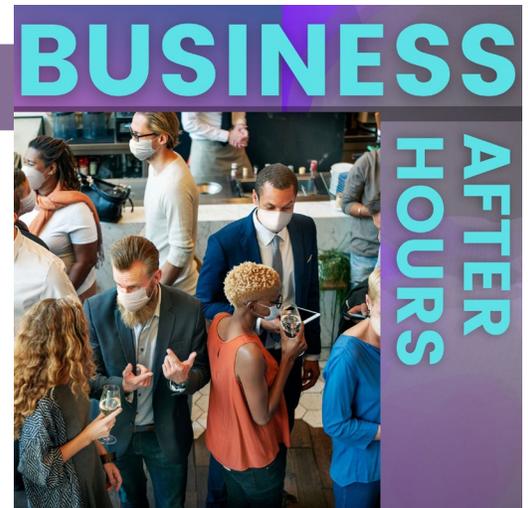
October 14, 2021 | 11:30 a.m.

October 19, 2021 | 5:00 p.m.

Join us for Business After Hours at Central Bank of St. Louis! Enjoy light refreshments, network with other members and tour the host's business. RSVP today!

RSVP

Central Bank of St. Louis
350 Hartman Lane, O'Fallon



BUSINESS OVER BREAKFAST

A photograph of a breakfast meal including a croissant, a coffee cup, and a brown paper bag. The text 'BUSINESS OVER BREAKFAST' is overlaid on the image in large, bold, blue letters.

October 29, 2021 | 8:00 a.m.

Join us for Business Over Breakfast and learn a little bit about your fellow chamber members.

Guest Speakers:
Barbara Cemura | Teen Court Foundation
Jessica Lotz | Leadership Institute (Lead In)

Public Safety Building
285 N. Seven Hills Rd, O'Fallon

RSVP

**bottled water will be provided. Feel free to bring your own coffee.
Take a breakfast snack bag on your way back to the office.*

It's October and we all know what that means! Halloween fun is right around the corner! Get your costumes and trick or treat bags ready for these great events! There are so many fall events - these are just a few of them. Check with your schools, churches and organizations, and don't forget to listen to the **618NOW Podcast** for more information! the618now.podbean.com



Witches and Wizards Night Out
October 16, 2021 | 5 p.m. to 9 p.m.
 Gypsies, fortune tellers, wicked drinks, costume contest and a special surprise at the end of the evening! Buy your \$5 wristband near the Red Caboose in Downtown District O'Fallon starting at 4:00 p.m.

This event is 21 and over

bit.ly/witchwizards



O'Fallon Rotary Children's Halloween Parade
October 30, 2021 | 12 p.m. to 1:15 p.m.
 Parade line-up starts at 12 Noon. Parade starts at 12:30. Costume awards at 1:15 p.m. Trick or treating at participating downtown businesses directly after the costume awards.

bit.ly/rotaryparade_21



Slightly Spooky Storytime
October 21, 2021 | 4:30 p.m. to 6:30 p.m.
 Scott AFB Library | 510 Ward Dr, Scott AFB

Costumes are encouraged! Masks are required. Must have base access/military I.D. to get on base and attend this event.

www.facebook.com/scottafblibrary



Trunk or Treat
 Serra Honda Parking Lot | 1268 Central Park Dr, O'Fallon
October 30, 2021 | 1 p.m. to 4 p.m.
 Trunk or treat event with local businesses handing out candy and swag!

Trunkers and Sponsors needed!
 Email taylor.sisk@serrahondaofallon.com



Drive-Thru Trunk or Treat
October 21, 2021 | 5:30 p.m. to 7:00 p.m.
 Wisper ISP | 9711 Fuesser Rd, Mascoutah

Decorated trunks from the Wisper Internet Team and local businesses handing out candy, coloring pages and more. You stay in the car, we'll bring the goodies to you!

bit.ly/trunktreat2021



Howling Habitat 5K & Kids' Fun Run
 O'Fallon Public Safety Building | 285 N Seven Hills
October 30, 2021 | 8:00 a.m. (check in at 7:30 a.m.)

Come have fun, dressed in your favorite Halloween costume and run/walk O'Fallon's Howling Habitat for Humanity's 5K and the kids can run 1/2 fun run. There will be a costume contest and Jennifer Mueller Foundation will provide pancakes at the finish line!

bit.ly/habitatrun21



Trunk or Treat
 McKendree Metro RecPlex | 205 Rec Plex Drive, O'Fallon
October 23, 2021 | 3 p.m. to 6 p.m.
 Music, Games, Face Painting, Bounce Houses, Tye-dyed Iguana, Food & Drink, Pumpkins, and vendors. Food Drive for the O'Fallon Food Pantry.

m.facebook.com/events/238179911434371

Trunkers/sponsors Needed!
 Email Juliana at jtindall@metrorecplex.com



The Halloween Hunt Pub Crawl
October 30, 2021 | 5 p.m. to 8 p.m.
 Sign up your team of 10 or less, dress in your Halloween theme for a chance to win the team costume contest. Solve puzzles, riddles, & find hidden clues WHILE BAR HOPPING with your friends for a chance to win the Halloween Hunt!

This event is 21 and over

bit.ly/hhpubcrawl

We're guessing you have seen the O'Fallon Rotary Wheels van around town. Did you know the van provides low cost or free transportation for township and city residents who have a need within O'Fallon city limits?

GET MOBILE WITH YOUR ADVERTISING

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618-632-3377

*Purchase one month or up to 12 months. Larger/window ads available for additional cost. Design fee is additional.

When you advertise on the van, you help offset the cost to provide this much needed service to our residents!

Call or email the Chamber office for more information or to buy an ad! 618-632-3377 or Chamber@O'FallonChamber.com

HELP THE OTHS MARCHING PANTHERS GET TO THE ROSE BOWL

MARCHING PANTHERS
O'FALLON

2022 ROSE PARADE

The O'Fallon Township Marching Panthers are heading to Pasadena! This is a great opportunity for these students, but it's also an expensive trip. The Band Boosters is asking for donations to help fund the trip. You can submit donations via check to: O'Fallon Panther Band Boosters, PO Box 993, O'Fallon, IL. 62269 or Venmo: Ofallonbandtreasurer, Code 0818.

Additionally, you can support the band with an individual sponsorship starting at \$100 and most donor levels include an exclusive Rose Parade t-shirt. Visit www.othsband.com/Sponsorship for more information or to sponsor.



OCTOBER IS DOMESTIC VIOLENCE AWARENESS MONTH
Did you know that you are most likely interacting with a survivor of domestic violence daily?

On average, nearly 20 people per minute are physically abused by an intimate partner in the United States. During one year, this equates to more than 10 million women and men.

1 in 4 women and 1 in 7 men have been victims of severe physical violence (e.g. beating, burning, strangling) by an intimate partner in their lifetime.

On a typical day, there are more than 20,000 phone calls placed to domestic violence hotlines nationwide.

If you or someone you know is a victim of domestic violence/abuse, help IS available:

St. Clair, Monroe, and Randolph County Violence Prevention Center 24-hour hotline
618-235-0892

Madison County Oasis Women's Center 24-hour hotline
618-465-1978

In an emergency, dial 911

LOOKING FOR EMPLOYEES?
SUBMIT YOUR JOBS TO THE HIGH SCHOOL!



Are you hiring high school students but don't know how to reach them with your job listings?

Send your job info, including how to apply, to OTHS Guidance counselor, Carolina Morado, at moradoc@oths.us us to have your job put on the high school's job board!

BUSINESS TRACK ARTICLE

5 Questions the Most Interesting People Will Always Ask in Conversations

BY Marcel Schwantes

<https://getpocket.com/explore/item/5-questions-the-most-interesting-people-will-always-ask-in-conversations>



You've been there countless times. You walk into a networking event or social function and the first extroverted person drops the suspect questions we've all heard ad nauseam:

What do you do?

Where are you from?

Predictable and exhausting. As you run through the scripted answer in your head, you wonder, "Is this someone I really want to talk to?"

The problem is, most of us are guilty of asking those dreaded, superficial questions that lead nowhere beyond the small talk.

Being the Most Interesting Person in the Room

Truth is, we aren't consciously aware of when we bore

others; in our heads, we think our topics are brilliant and the person nodding in front of us with that glazed look is fascinated by something interesting to us only.

Regardless of your personality type, there are several things we must do to have the kind of captivating conversations that will attract others to our social circle. I'll follow that up with the questions we want to ask to initiate great conversations (or, if you prefer, scroll toward the bottom to claim your prize).

- Don't drag on Basically, make it a habit to be brief and get to the point.
- Talk faster Speed up the tempo of your dialogue if you know you talk slowly and pause often to gather your thoughts or process your own thinking; otherwise you'll lose the listener as fast as you can spell y-a-w-n.

- Avoid polarizing topics To make a great first impression and draw others to you, stay upbeat in conversation and don't bring up heated current events around race, religion, and politics.
- Show your emotions Avoid being serious or speaking in a monotone -- display your emotions, laugh at people's jokes (if they're actually funny), and be animated when telling your story.
- Be aware of body language Smile at people, have an open and welcoming posture, make eye contact, nod your head to acknowledge understanding, and lean in (or forward, if seated) to show interest.
- Be a giver, not a taker Some people show up with a taker mentality--hoping to get something from someone, rather than to add value to the interaction and serve someone else without the expectation of a quid pro quo.
- Approach every conversation with a growth-mindset Come ready to learn from someone, rather than think you're there to impose your "wisdom" on the other person. Approach the conversation with an open mind and see the possibilities of engaging the interaction to grow and develop as a person.

5 Questions That Lead to Great Conversations

The key to creating meaningful interactions? Take your eyes off of yourself and place it on the other person. By giving them the attention first, you'll have a clear edge: People are naturally wired and looking for connection and positive affirmation -- to be seen and heard.

And it all starts with asking the right questions. So kill the small talk and ban questions like "What do you do?" and "Where are you from?" in favor of these great conversational starters.

1. What's your story?

This open-ended question is bound to trigger something interesting after the other person gets over the initial shock that you asked it. By opening up a conversation in this manner, you've given them access to speak from their hearts and share their life's journeys, dreams, and goals.

2. What makes you smile when you get up in the morning?

A great question that gets the interaction hopping on a positive note from the get-go. Watch the other person's wheels turn as she reflects on something for which she's excited or deeply grateful.

3. What is that one book that has influenced you the most?

The brilliance behind this question is not the question itself, but the invitation for follow-up questions because of the book's impact on that person's life, marriage, career, or business. Asking it deepens the conversation (and the connection) as you learn more about how the topic has positively altered that person's life in some way. If they're not avid readers, ask about movies or famous people.

4. What absolutely excites you right now?

This question triggers passion. Who doesn't like to speak from their most passionate space? It may end up being their thriving career, a new job, or an exciting new phase of their business. It could be personal: the arrival of a new baby, having beaten cancer or finding true love. Whatever it is, think of all the places the conversation will lead, and the possibilities of connecting the dots with the other person when it's your turn to shine.

5. What's the most important thing I should know about you?

In line with all the others, this question will elicit emotions to deepen the conversation and find connecting points. That's what you're after -- creating space to discover what makes the other person tick, unique, or maybe frustrated so you can offer encouragement or make a difference in his or her life.

Finally, did you notice a pattern? It should be obvious. Here's a hint: You take the initiative and make the conversation about the other person. People love to talk about themselves. This selfless act of putting the spotlight on someone else makes you the most interesting person in the room.

Networking Tip:

Add yourself as a contact in your phone, complete with your full name, pictures, company info, email etc.

Use it as an e-business card and you'll never run out of business cards again!

JOHN JACOBS

NEXT GENERATION

POWER FORCE

SUNDAY, OCTOBER 17TH

10 AM • 6 PM



O'FALLON
ASSEMBLY OF GOD

1400 N. Green Mount Rd.
O'Fallon, IL 62269
618-632-5584



September Ribbon Cuttings

Ribbon Cutting | Good Eats Deliveries, O'Fallon, IL

Good Eats Deliveries is a full service food delivery service with competitive delivery fees. Grocery delivery coming soon!

Check out the Ribbon Cutting video and photos on our website: <https://ofallonchamber.com/ribbon-cutting-good-eats/> to learn more about them!



Ribbon Cutting | The Caring Group | 723 Insight Ave, O'Fallon, IL

The Caring Group is a private practice specializing in a variety of therapy services for infants, toddlers, children, pre-teens, and young teenagers.

View all the images from the ribbon cutting on our website: <https://ofallonchamber.com/ribbon-cutting-the-caring-group/>



Ribbon Cutting | Harter Larson & Dodd | 723 Insight Ave, O'Fallon, IL

Harter, Larson & Dodd, a law firm specializing in the practice areas of Estate Planning, Will & Trust Administration, Special Needs Planning, Elder Law, Real Estate and Prenuptials.

Check out the Ribbon Cutting video and photos on our website: <https://ofallonchamber.com/ribbon-cutting-harter-larson-dodd/> to learn more about them!



Ribbon Cutting | Acorn Health | 1716 Corporate Crossing, Ste 3, O'Fallon, IL

Acorn Health provides cutting-edge, Applied Behavior Analysis (ABA) services to children with Autism and other developmental disabilities.

Check out the Ribbon Cutting video and photos on our website: <https://ofallonchamber.com/recacornhealth/> to learn more about them!



Business After Hours | Gifts For Individuals | 702 E. Hwy 50, O'Fallon, IL 62269

Thanks to Gifts for Individuals for hosting our September Business After Hours!

Guests enjoyed pulled pork and pulled chicken, chips and queso and salsa from Nitro Salsa, and Charcuterie boards and wine from Boarding House Bistro.

Gifts for individuals is a staple of the O'Fallon community, providing customized and personalized gift items and promo items, as well as awards, trophies, plaques and custom framing.



View the gallery of images and video from the event on our website: <https://ofallonchamber.com/bahgfi/>

MONTHLY CALENDAR

October 2021

NOTE: We hope to have all our committee meetings in person (except for health and wellness) beginning in September. We will follow current CDC guidelines so this may change. Please check our website calendar for the most up to date information.

- 14** [Restaurant Roulette](#)
11:30 a.m. | A Limited In-person Networking Event
- 14** [Military Affairs Committee Meeting](#)
3:30 p.m. | VFW Post 805 | 223 W. First Street, O'Fallon
- 16** [Witches & Wizards Night Out](#)
5:00-9:00 p.m. | Downtown O'Fallon participating member businesses
- 19** [Education Committee Meeting \(tentative\)](#)
1:00 p.m. | O'Fallon District 90 Offices | 118 East Washington, O'Fallon
- 19** [Business After Hours](#)
5:00 p.m. | Central Bank | 350 Hartman Lane, O'Fallon
- 21** [Ribbon Cutting | Kerber Eck and Braeckel - 90th Anniversary!](#)
4:00 p.m. | 852 Cambridge Blvd, O'Fallon (open house from 4-8 p.m.)
- 25** [Executive Board Meeting](#)
1:15 p.m. | Chamber Depot | 116 E. First Street, O'Fallon
- 26** [Ribbon Cutting | Boarding House Bistro](#)
4:30 p.m. | 212 East State Street, O'Fallon (open house from 4:30-6:30 p.m.)
- 28** [Board of Directors Meeting](#)
8:15 a.m. | O'Fallon City Hall, 255 S Lincoln Ave.
- 29** [Business Over Breakfast](#)
8:00 a.m. | Public Safety Building | 285 N. Seven Hills Rd, O'Fallon
- 30** [Halloween Hunt Pub Crawl](#)
Downtown O'Fallon participating member businesses



Congratulations to the 2021 Leadership Institute graduates! On September 29, we gathered to celebrate the work they've put into learning all about what it takes to build our community. These leaders are engaging and curious; they've worked hard to study finance, education, economic development, public safety and service to others. We're thankful and anxious to see what's next for them :) Congrats!! Registration for Class of 2022 coming soon!



COMING TO THE HOSPITAL? KNOW WHERE TO GO:



HSBS
St. Elizabeth's
Hospital

EMERGENCY CARE

Anyone in need of emergent health care

Support persons with an emergency patient

PRE-PROCEDURE COVID TESTING ONLY

For patients pre-scheduled to receive a COVID-19 test

Drive thru at Main entrance and follow signs

ENTRANCE CLOSED TO VISITORS & OUTPATIENTS

OUTPATIENT SERVICES & VISITORS

Walk-in and scheduled patients for lab, imaging or surgery procedures

ENTER at "OUTPATIENT" sign to be screened

Proceed to Registration

Hours: 8AM-8PM

ENTER at "OUTPATIENT" sign to be screened & arm-banded

PHYSICIANS OFFICE VISITS

For appointments at the O'Fallon Health Center, 3 St. Elizabeth's Blvd.

Enter at "HEALTH CENTER" sign

Screened in office

ENTER HERE:



ENTER HERE:



ENTER HERE:



ENTER HERE:



MASKS ARE MANDATORY PER CDC GUIDELINES

SALUTE TO OUR STAR INVESTORS



TWO STAR INVESTORS



ONE STAR INVESTORS

1st National Bank of Waterloo
Associated Bank
Auffenberg Dealer Group
Bank of Belleville
Bank of O'Fallon
Belleville News Democrat
BOS Metro East Banking Center
Busey Bank
C&C Sports
Cambridge House O'Fallon
Cambridge Capital Management, LLC
Carrollton Bank
Catholic Community Credit Union
Central Bank of St. Louis
Clete's, Inc.
Clinton Manor Living Center
Commerce Bank
Country Estate Kennel
CSL Plasma
Dierbergs Markets Inc.
Discount Storage
Drury Inn & Suites
Farmers & Merchants National Bank
FCB O'Fallon Bank
First Bank
First Community Credit Union

Gateway Metro Federal Credit Union
GEICO Local Office
GCS Credit Union
Guaranteed Rate
Hancock Irrigation Services, Inc.
Hilton Garden Inn
Holland Construction Services
Illinois American Water
Jack Schmitt Cadillac of O'Fallon
Jack Schmitt Chevrolet of O'Fallon
Kerber, Eck & Braeckel, LLP
Keystone Place at Richland Creek
Klein's Brand Source
Korte & Luitjohan Contractors, Inc.
La Casa Mexicana of O'Fallon
Lashley Animal Hospital
Lincoln Surgical Associates, Ltd.
Lucky Dog Barks and Recreation
Marcus O'Fallon 15
Merrill Lynch | Woody Gray
Mid America Oral Surgery Center
Morrison Plumbing, Heating and Air
Jennifer Mueller Memorial Foundation
Navy Federal Credit Union
O'Fallon Progress/Command Post
O'Fallon Shiloh Towing

OST Container
Parkway Lakeside Apartments
PNC Bank
Providence Bank
R&W Builders, Inc.
Regency Manor
Regions Bank
Serra Honda of O'Fallon
Schaefer Auto Body Centers
Scott Credit Union
Scott Family Housing
Sigman Heating and Air Conditioning
Simmons Bank
Spectra Graphics
The Lash Lounge Shiloh
The Regency Conference Center
Taylor Roofing
Together Credit Union
Town & Country Bank
TownePlace Suites by Marriott
U.S. Bank
Veterans United Home Loans
Washington University Physicians |
Pediatric Specialty Care
Webster University
Wisper Internet

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HSHS St. Elizabeth's Hospital

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O'Fallon-Shiloh Chamber of Commerce
P.O. Box 371
116 E. First Street
O'Fallon, IL 62269
www.OFallonChamber.com

Services: Maps: First one is free, each additional is \$1

Our June news letter Sponsor is:
[O'Fallon YMCA](#)

A Look Back With Brian Keller Celebrating the Chamber's 75th Anniversary

In honor of our 75th Anniversary this year we are visiting the rich history of our area with Brian Keller, president of the O'Fallon Illinois Historical Society.

This month we visit the diverse and vivacious life and history of John Mason Peck: pioneer Baptist missionary, author, anti-slavery advocate, post master and the reason a certain local park and cemetery is named what it is today... can you guess?

Watch these videos on our website: OFallonChamber.com/75anniversary and Like us on [Facebook](#) for upcoming videos.

