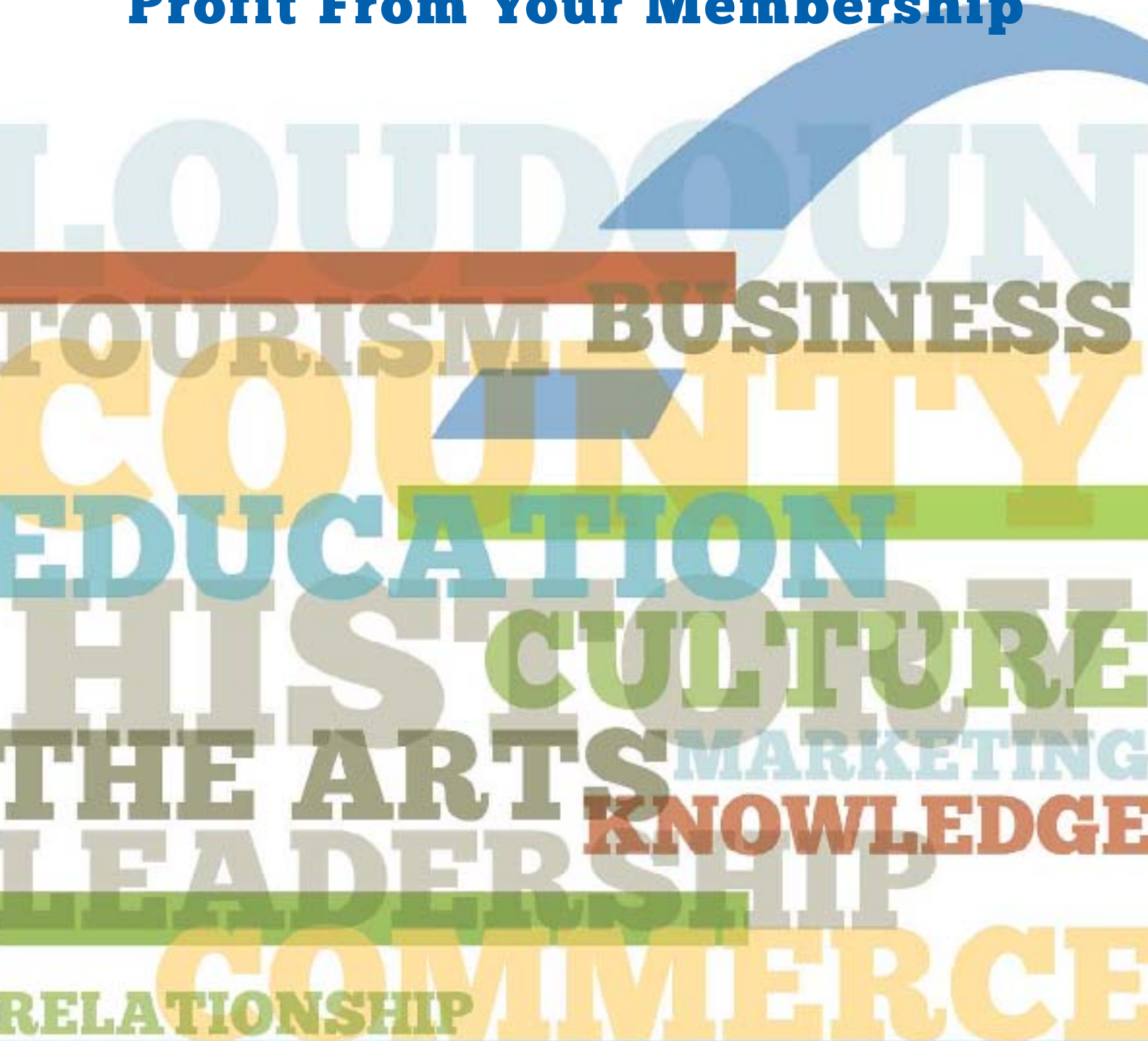




LOUDOUN COUNTY CHAMBER OF COMMERCE

2010 Membership Programs & Services

# Profit From Your Membership



# LOUDOUN COUNTY CHAMBER OF COMMERCE

*The Business Case for Membership*

# MEMBERSHIP

Membership in the Loudoun County Chamber of Commerce is an investment in your business and in yourself. Join today and start to profit from the relationships, market intelligence and leadership opportunities that will drive your success in the competitive Northern Virginia business market.

*Here is what the Loudoun County Chamber of Commerce has to offer to help you succeed:*



O. LELAND MAHAN ACCEPTS PAST CHAIRMAN'S AWARD FROM BRIAN CHAVIS OF AR GROUP.



JAMIE PEARSON & CAROLYN DIPRINZIO OF MIDDLEBURG BANK.



LOUDOUN YOUNG PROFESSIONALS MIXER AT BENIHANA.



WASHINGTON POST'S, LAURA MILNER AT THE TECHNOLOGY FORUM.

## RELATIONSHIPS

Professional and personal relationships are your most prized business assets. The strength and diversity of Loudoun County Chamber of Commerce programs will allow you to build lasting business relationships with our 1,110 members, including many of Loudoun's largest companies.

## MARKETING

Offering more than 90 professionally produced networking, educational, marketing and leadership events annually, the Loudoun County Chamber can help you target your company's message to reach the affluent Loudoun County business and consumer markets.

## KNOWLEDGE

Savvy business professionals know that knowledge is power, and access to top business, political and community leaders is the key to success. The Loudoun County Chamber will provide you access to the information and the key decision-makers that you are looking for.

## LEADERSHIP

Thanks to the leadership of our members, there is no more effective advocate for businesses than the Loudoun County Chamber. As a Chamber member, you can help shape the business agenda in Loudoun County while building a reputation as a leader in your community.



*TRACEY WHITE, HCA VIRGINIA, AND CAROL KOST, LOUDOUN YOUTH, RECEIVE THE 2008 CHAIRMAN'S AWARD FROM PAUL BICE, JOHN MARSHALL BANK.*



*2008 CHAIRMAN PAUL BICE INDUCTS 2009 CHAIRMAN, JAMES ROHRBAUGH OF INOVA LOUDOUN.*

## RELATIONSHIPS

# Loudoun County's Premier Business Network



You can't grow your business alone. Thanks to the strength and diversity of the Loudoun County Chamber of Commerce's membership and programs, you won't have to.

## NETWORKING

*When it comes to networking, the Loudoun County Chamber of Commerce is the market leader.*

With an average of 150 attendees, the **Business Showcase Breakfast** is Northern Virginia's premier business networking event. The **Business After Hours Mixers** offer busy business professionals the chance to develop relationships with other business leaders in a relaxing atmosphere.

The **Women in Business Alliance** is Loudoun's leading network of female business executives who gather to learn from each other and develop relationships to address their unique challenges.

There is no better way to cement a business relationship than during a round on one of Loudoun's premier golf courses. The **Annual Golf Classic** is Loudoun's premier business golf event, where you can entertain key clients and



BUSINESS AFTER HOURS AT THE BRAMBLETON TOWN CENTER.

partners on the course, while reaching other senior executives who have a passion for golf.

The **Non-Profit Initiative** allows nonprofit executives and their volunteer leaders to network with their peers while enjoying exclusive opportunities to reach Loudoun's business community.

The most effective relationships in the Chamber are developed at the committee level, where our

members work together to produce Northern Virginia's most dynamic lineup of networking, marketing and educational events.

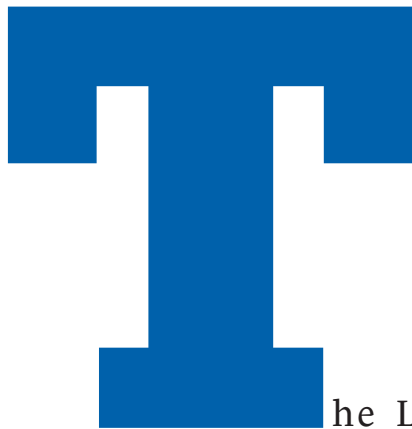
Belonging to a **LeadShare** group is like having an extended team of business development professionals all looking for your next new customer. The Loudoun County Chamber has nine thriving LeadShare Groups reaching in every corner of Loudoun.



LOUDOUN CHAMBER PRESENTS DONATION TO THE MAKE-A-WISH FOUNDATION, MID-ATLANTIC.

## MARKETING

# Reach the Lucrative Loudoun Business Market



The Loudoun County market is competitive, so gaining exposure for your business is critical. Take advantage of the Loudoun County Chamber to gain a competitive advantage through high impact marketing to reach specific markets.

Breaking through the clutter of today's fast-paced world to deliver your company's message to the right audience at the right time is how the Loudoun County Chamber helps grow your business. As a sponsor of a Loudoun County Chamber program, your business gains valuable exposure that will target both the customers and markets that your business needs to reach.

Another effective marketing tool for your company to reach its target audience is through exhibit opportunities at any or all of the Loudoun County Chamber's four distinctive trade shows.

The Chamber's newest event, **The Marketplace**, provides members with a low-priced opportunity to market to Loudoun's residents and Chamber membership. The **BizOps Procurement Forum** does the same for business-to-business firms that are looking for

new opportunities with government agencies and larger companies.



BUSINESS OPPORTUNITIES AT B2BIZOPS.



"SAVING GREEN BY GOING GREEN" PANEL DISCUSSES GREEN BUSINESS IDEAS.

Loudoun's employers can find the right talent that every company needs to succeed at the **Loudoun Chamber Job Fair**. The **Technology Forum** is built around providing area

technology firms with the opportunity to market their cutting-edge products and services to other businesses.

## ADVERTISING

No other publication reaches the Loudoun business market like the Chamber's monthly **BizConnect**. With more than 2,500 business readers, this newsletter offers an eye-catching, four-color format that will effectively deliver your message to Loudoun's influential business leaders. The Chamber's weekly **eNews** offers an electronic newsletter alternative for advertisers, as does the Chamber's web site, [www.loudounchamber.org](http://www.loudounchamber.org).

Other advertising opportunities are available in the annual **Membership Directory**, published every January.

## LEADERSHIP

# Establish Your Leadership Credentials

# A

s the Voice of Business in Loudoun County, the Chamber of Commerce is a fearless advocate on behalf of Loudoun businesses, here at home and in the halls of power in Richmond and Washington, D.C.

ABC NEWS ANCHOR, ALISON STARLING,  
EMCEES THE VALOR AWARDS.



You and your company have the unique opportunity to shape the Chamber's **Public Policy Agenda** and to promote our pro-business agenda to elected leaders, the media and other businesses. The Loudoun County Chamber has the political might and influence to help your business succeed, while helping you achieve the leadership positions that always lead to business success.

For those looking to establish leadership profiles within Loudoun's business and community circles, the Chamber offers truly exclusive opportunities.

The most respected group of business leaders in Loudoun belong to the Chamber's **Board of Directors**. Many of our Chamber Directors honed their leadership

LT. JOHN EARLEY RECEIVES THE GOLD MEDAL OF VALOR FROM LOUDOUN COUNTY FIRE CHIEF JOSEPH POZZO.



skills by serving on one of the Chamber's **committees**, each with their own **chairmanships** and opportunities grow into leadership roles.

Chamber members also enjoy opportunities to network with top political and policy leaders in Loudoun and Virginia at the **PolicyMaker Series** events, which also offer critical information on legislative and policy issues that will impact the future of your business. PolicyMaker Series sponsors gain outstanding exposure among their peers, political leaders and the media through these high profile events.

At the annual **Valor Awards**, the Loudoun County Chamber of Commerce recognizes the true heroes of community, when we honor Loudoun County's police, fire and rescue, and sheriff personnel for their heroism in the line of duty. The Valor Awards gives your business the opportunity to be recognized as a supporter of our brave community servants.



LEESBURG POLICE CHIEF JOSEPH PRICE.



ASSISTANT DIRECTOR OF THE FBI: WASHINGTON FIELD OFFICE, JOSEPH PERSICHINI.



DEMOCRATIC NOMINEE CREIGH DEEDS AT THE 2009 GUBERNATORIAL FORUM.



2010 CHAIRMAN, RALPH BUONA OF TELOS, WITH COMMUNITY LEADERSHIP.



MICHELLE FRANK, ORBITAL SCIENCES CORP., WITH GOVERNOR BOB MCDONNELL.

# KNOWLEDGE

## Access to Critical Business Intelligence



Knowledge is power. That is why the Loudoun County Chamber has developed successful programs that deliver vital information that our members need to thrive in Loudoun's most competitive arenas.

One of 2009's most successful programs, the **B2BizOps Forum**, is where business-to-business companies are able learn about business opportunities with large corporations, government agencies and other Loudoun businesses. B2BizOps also offers educational seminars focused on revenue producing topics and led by industry experts. B2BizOps is packed with the business intelligence your company needs.

Real estate professionals demand real-time knowledge on the economic and political landscape of their market, delivered by respected industry insiders. The **Virtual Realty Tour** delivers that vital information, at Loudoun's finest networking and marketing event for local real estate professionals.

Because Loudoun County is such a rapidly evolving community, the **Spotlight Luncheon Series** was created to help Chamber members stay on top



CHAMBER LEADERSHIP AT SPOTLIGHT LUNCHEON SERIES.

of the issues, trends and developments that are driving business in the county.

With educational and relationship building events that offer today's women business leaders a focus on business issues from a women's perspective, the **Women in Business Alliance** has become one of the Chamber's fastest growing initiatives.



KEVIN KNIGHT, REHAU; CAROL KOST, LOUDOUN YOUTH & SHARON MEYERS, THE NATIONAL CONFERENCE CENTER.



CHAMBER MEMBERS NETWORKING.