



# Membership Ambassadors



Most head shots were taken by Mark Margraff, M Studios.

Chris Whitney



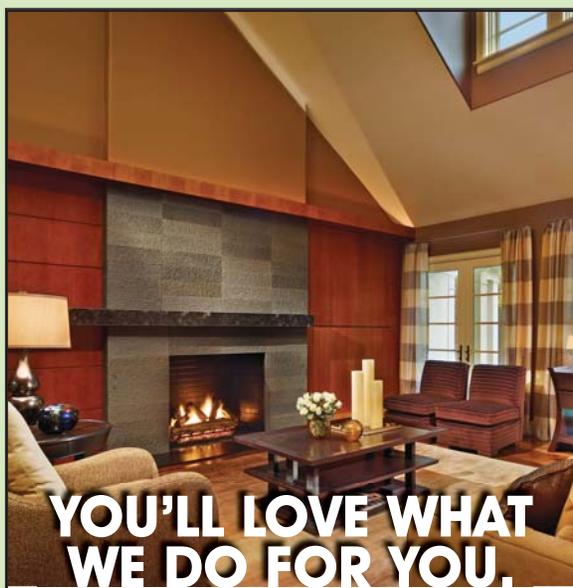
**Beverly M. Miller**  
 (Stepping Up & Out, Inc.)  
 Vice President of Membership,  
 steered the Ambassadors  
 through another successful  
 Membership Campaign.



**Don Adriaansen**  
 TITAN Mobile Shredding, LLC  
 Favorite Business Tip/Strategy:  
 1.) Respect your customers and  
 treat them as you would like to  
 be treated. 2.) Get to know people  
 on a personal level, before you try to "sell" them  
 a product or service. 3.) Cash flow is King!  
 Favorite Quote: 1.) Whatever you are,  
 be a good one." – Abraham Lincoln  
 2.) "Always make new mistakes." – Esther Dyson



**Christopher S. Beadling**  
 Coldwell Bankers Hearthside Realtors  
 Favorite Business Tip/Strategy: Be good  
 at what you do, and make sure that  
 everyone knows how good you are;  
 but don't be so good at making sure



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everyone knows how good you are that you're no longer good at what you were good at in the first place. **Favorite Quote:** "I think there is a world market for maybe five computers" Thomas J. Watson (1874-1956) Chairman, International Business Machines



**Chris Carter**  
 Carter Campbell Financial, Inc.  
 Favorite Business Tip/Strategy:  
 Do the right thing. While simple  
 and obvious, most of the time,  
 challenges – conflicts do arise.

Be diplomatic and kind, but be firm and speak the truth. Don't ever compromise your ethics for short-term gain or immediate satisfaction. People can handle disagreements, controversy and bad news; stand and deliver. **Favorite Quote:** "Respect is earned." Another great adage is to treat others as you would like to be treated. Whether peer or adversary, colleague or competitor, client or co-worker, friend or stranger, respect given and received is not only fundamental, its permanent and mutually rewarding.



**Heather A. Cevasco**  
 State Senator Chuck McIlhinney's  
 Office Favorite Business Tip/Strategy:  
 Especially if you are having a hectic  
 day, or even on a normal business day,  
 make sure to take a few minutes to

regroup in the afternoon. You can do this, by either shutting your door for 10 minutes or taking a short walk. I tend to find it reenergizes me and makes me more productive, so that I can concentrate better on the task at hand. **Favorite Quote:** "Failure will never overtake me if my determination to succeed is strong enough." –Og Mandino (1923-1996)



**David A. Coccagna**  
 Bucks County Bank  
 Favorite Business Tip/Strategy: Asking  
 questions is one of the most effective  
 sales techniques you can use. Asking  
 questions uncovers the prospect's  
 pains, wants and desires. **Favorite Quote:** "We can't solve problems by using the same kind of thinking we used when we created them." – Albert Einstein



**Robin Coppinger**  
 Bucks County Woman's Journal  
 Favorite Business Tip/Strategy:  
 In business, as in life, you are bound  
 to make mistakes; don't dwell on  
 them. Learn from them and move  
 forward. **Favorite Quote:** "Go confidently in the  
 direction of your dreams! Live the life you've  
 imagined." – Thoreau



**Nate Covington**  
 Covington Creations, LLC  
 Favorite Business Tip/Strategy:  
 Speak with One Voice  
 Favorite Quote: It's not who  
 you know, it's who knows you.



**Barbara M. Donnelly, C.P.M**  
 Donnelly MSA  
 Favorite Business Tip/Strategy: Always  
 work to remove roadblocks by making  
 stepping stones out of stumbling  
 blocks. **Favorite Quote:** "Data talks,  
 opinion walks" "He/She who refuses to embrace a  
 unique opportunity loses the prize as surely as if  
 he/she had tried and failed" – William James



**Ed Duffy**  
 Advance Me, Inc.  
 Favorite Business Tip/Strategy:  
 Tip – Always have a plan B for  
 obtaining working capital for your  
 business. Strategy – Position your  
 business to fund your businesses for needed  
 working capital – not equity loans. **Favorite Quote:**  
 "I sincerely believe that banking establishments are  
 more dangerous than standing armies, and that the  
 principle of spending money to be paid by posterity,  
 under the name of funding, is but swindling futurity  
 on a large scale." – Thomas Jefferson



**Dave Emery**  
 Univest National Bank & Trust  
 Favorite Business Tip:  
 Make commitments you can  
 keep and then keep them.



**Susan Hall**  
 Hall Family Chiropractic  
 Favorite Business Tip/Strategy: We face  
 no obstacles but the ones we put on  
 ourselves. Anything is achievable; it's  
 simply a matter of finding the right  
 path. **Favorite Quote:** We are all responsible for our  
 impact on people, on life and the world around us.  
 Be conscious of your impact.



**Eric Jacobsen**  
 FASTSIGNS®  
 Favorite Business Tip: Ask a question,  
 then listen fully. Usually the answer,  
 or key issue will be revealed, if you  
 listen. **Favorite Quote:** "If money can  
 replace something, then it has no real value." As  
 often said by George Spector – my very successful  
 grandfather who ran his own furniture store (family  
 operated since 1890) and who knew what is really  
 important in business – service and honesty.