



MARCH 2010

Newsletter



Next Meeting

March Breakfast Meeting

Please join us on

Wednesday March 3, 2010 7:30 AM

Devon Manor

Reservations: Call Linda Sticklin 610 764 1638

**NO CHARGE COURTESY OF
OUR HOSTS**

Speaker Anna Balfour

Winning Under Pressure: Understanding and Managing Stress

*****Note March 3 Date*****

Speaker: Anna Balfour from Potential Difference



Anna has over 27 years of experience working as a Clinical Psychologist in the UK with individuals, groups and couples, after training at Oxford. She has worked in private practice and worked as a tutor on a Clinical Psychology Doctorate course. For 4 years she lived with her family in Holland and Africa, where she managed a psychologically focused project for a relief organization.

Now living in Wayne Pennsylvania, Anna is a Licensed Professional Counselor. She has her own private practice 'Potential Difference', and also works as an adjunct at Eastern University. Her special interest is running workshops and seminars for churches, schools and businesses on such topics as **Winning Under Pressure: Understanding and Managing Stress**, and **The Price of Privilege: Living on the Mainline**. Anna is an effective therapist, with a down to earth approach

and is a good communicator and listener, enabling clients to reach their goals and become all they were created to be. Anna has training in a wide range of approaches, including relational, cognitive behavioral and schema focused therapy. Whatever approach is adopted, Anna works with people to increase their insight and range of skills and strategies to help them become all they want to be- to reach their full potential.

Up Coming Events

- March 3 Special Breakfast Meeting at Devon Manor with Speaker Anna Balfour
Winning Under Pressure: Understanding and Managing Stress
- March 10 **BOWLING & CARD EXCHANGE @DEVON LANES 6 PM**
- April 14 Dinner Meeting at the Paddock with Vanguard Group CFO Gus Sauter
This meeting will be open to neighboring Associations
- May 15 Berwyn Victory Run - The Association is sponsoring the "Kid's Race"
- June 9 Association Annual Dinner Embassy Suites 6-9 PM

FEBRUARY DINNER AT pattymac's

pattymac's served a delicious dinner for the Association on February 17 after the scheduled meeting of February 10 was postponed because of yet another snowstorm. Twelve members arrived to enjoy the dinner and hear **Representative Paul Drucker** discuss the goings on in the 157th District. A good bit of the discussion revolved around the coming changes to the AMTRACK/SEPTA train station and its effects on our neighbors in Paoli. The move of the station further to the west will open the current area to new development and use. Although this plan has been a long time in planning a developer has been chosen and Rep Drucker feels thinks will begin to move.

President Nick Vandekar introduced the discount merchant card for the Association. The cards will be distributed in the Welcome Bags that **Deborah Bettcher of Decorating Den Interiors** delivers to new residents of the area. The cards will also be given to members to distribute to their customers. Card holders that visit the Association website: www.berwyndevonbusiness.com can access the discounts offered by the Association members. Nick suggested the members begin to decide on the type of discount or benefit they would like to offer on the website so the program can get underway in the Spring.

BOWLING - Don't miss the Association Members' Social at Devon Lanes. Come out, bring guests and friends for an evening of bowling. \$20 covers all the bowling and the refreshments. Bring your business cards for this great networking opportunity beginning at 6PM on Monday, March 10.



Don't forget to send in your nomination for Business of the Year and Citizen of the Year. The awards will be given out at the Annual Association Dinner on June 9, 2010. Business nominations must be members of the Association. Citizens of the Year can be any resident of the Berwyn Devon Area that you feel has done something to make life better for all of us. Put your minds to it! and let the Board know your nominations

Make plans to attend the Association Monthly Dinner on April 14 to hear **Vanguard CFO Gus Sauter at the Paddock in Devon**. This meeting is open to all your friends and guests, as well as, the other Business Associations in the area. It will be a great opportunity to have a good discussion of financial matters and an exchange with other members of the business community. We are hoping for a good turnout!

Other Business

Any members interested as serving on the Executive Board of the Association should make it known to the Board so they can be added to the election slate. Volunteers will be needed to help with the Annual Awards Dinner on June 9. Please contact the Board if you would like to help.

Member Spotlight

Abbott Law Offices, LLC

This month our member spotlight shines on **Abbott Law Offices, LLC**, a business-focused legal practice in Berwyn. This legal practice, led by attorney **John R. Abbott**, provides guidance to individuals and businesses in the Delaware Valley that need assistance with a business-related issue. John was previously counsel for the U.S. Small Business Administration and has advised hundreds of businesses on both legal and management issues. Abbott Law Offices provides both transaction and litigation services to businesses.

John works with start-up companies to:

- Prepare their Business Plan
- Obtain financing for equipment and purchases
- Incorporate or set up a partnership or LLC
- Establish employee or independent contractor policies
- Develop documentation for contracts, purchase orders, invoices and work orders
- Resolve credit issues of the owners or partners

John also works with established companies to:

- Collect receivables
- Litigate claims filed for or against the business
- Resolve employee issues
- Review and prepare loan documents
- Review and prepare lease or real estate purchase documents
- Resolve conflicts amongst the owners

John also works with companies that are in the process of being bought, sold or encountering difficulties to:

- Resolve issues presented by their creditors
- Obtain the best price for the business