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must be dealt with by the end of the year, where large automatic tax increases coupled with large spending cuts could throw us into another recession. The other main issue with all of these being interrelated, is addressing the Simpson-Bowles Deficit Reduction plan which will include dealing with Medicare, Medicaid and Social Security. While this particular issue does not have to be solved by the end of the year as the other two issues do, to stabilize the financial markets over the next few years, we must have a deficit reduction plan in place this year.

Q. Is the word "compromise" still a bad word for politicians to use?

A. Unfortunately, a few still think it is. In my opinion it is not only needed, but the only way that democracy will work for the betterment of the American people. Again, Senator Chambliss utilized the "compromise" word several times in speaking about what will be necessary for Congress in addressing and solving all of our serious problems that will be coming up in the next few months.

Q. Do you think that there are still leaders in Congress?

A. There are a few and it will now be time for them to come out of the closet so we can see who they actually are. What we are really looking for are statesmen. There are very few of them left. Senators Isakson and Chambliss have both been ridiculed in their own party because of their moderate stance on many issues and because they have been willing to work across party lines and

actually compromise to try to get things done in Washington. Many other will have to join them for our country to remain the envy of the world.

Q. We read several months ago that the transfer station was going to be improved for public access. When is this really going to happen?

A. I can not give you an exact date other than to say we hope this spring or early summer. We have been waiting for a couple of months to get the "as built" survey completed and try to determine the actual limits of the old land fill, as we can not encroach on that area when doing new construction.

Q. What will be done at the transfer station to improve it?

A. Once the survey is completed, the engineers and consultants for Advanced Disposal will bring to the county a design concept for our approval. This will hopefully include relocating the existing scales, building a totally new solid waste transfer building and traffic flow modifications making it a much more pleasant and efficient experience visiting the area.

Q. Who will be paying for these improvements?

A. The vast majority of expenses will be paid by Advanced Disposal, the contractor who operates the transfer station. Under their new contract we negotiated with them, they will provide the surveying, design and construction of the new solid waste transfer building. The county will be responsible for foundation, road, and utility relocation.

For details about your county call (706) 439-6000.

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and set the tone for the meeting. During your research, if you found that your client was featured in a recent article or has a hobby that you can relate, ask them to tell you about it. Else, look around for information that could help start a conversation. Family photographs, awards, or sports photographs are good for starters. Initial rapport is a big part of starting the relationship on the right track. Fifth, the initial meeting should have a goal. It could be to explain the benefit of your product. It more likely will focus on learning more about the client, their needs and their goals. The sixth rule is to allow time for questions and answers. Try to concentrate on listening. You should listen two-thirds of the time and talk one-third of the time during the meeting. Listen more intently by asking open ended questions starting with who, what, when and how. Seventh, you need to qualify the sale. You must understand how your customer buys, the time frame, budget and decision makers. Politely ask whether there is someone else to speak with about the decision. You can start the call with the highest level in the company if appropriate. Eight, present a solution. While listening to the customer, you should be arranging a solution while

adjusting the presentation for impact. Describe the features, functions and positive attributes of your product. Ninth is to close the sale. If your sales cycle is short, it might be closed on the first call or visit. Once you have presented your solution, your value and your advantages you can move to the close. Ask your client, "What is our next step?" They will then give you the criteria needed to close the sale. Perhaps a question or objection might be received. It is better to know any concerns before the next sales call. Tenth is to follow up with the sale. This may not be needed on every call, but should be a practice to gain additional trust and consumer loyalty. Follow up is what it takes to give your customer service beyond the sale.

In closing, sales are a part of every business. The Chamber is eager to help our business community with your customer sales needs.

Our online presence can be viewed at www.VisitBlairsvilleGA.com. Please visit often to stay informed or phone the chamber at (706) 745-5789 for additional information. I want to reference <http://www.inc.com/barry-farber/initial-sales-calls-10-rules.html?nav=pop> for today's discussion. I may be reached anytime at Chair@Blairsville-Chamber.com.

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took care of their own even if it meant breaking the law.

One of these men was an Uncle to my Dad's best friend. Dad and Armando worked for this Uncle by carrying newspapers or so they thought. Dad really didn't understand what he was doing. He would pick up 15-20 newspapers and deliver them to a couple of people around the neighborhood. One day Dad dropped one of the papers and a sheet of paper fell from inside the paper. Dad said this sheet of writing paper had numbers written on the paper. Another time Dad was given a newspaper bag and was told to take the bag to the river and throw the bag and its contents into the river. Dad looked into the bag and found it contained a gun. Another time Dad's boss heard a rumor that he was being investigated by the police. So, Dad and his friends were summoned to the local paper office where they were given a bunch of

papers and were told to ride around the neighborhood with the local papers for a couple of hours. When the boys came back the police were gone and their boss was smiling.

Papa became suspicious when he realized his son was making more money than he or granny. So, Papa talked with a neighbor he trusted. The neighbor explained to Papa that Dad was working for a group of men that used local boys to help them in their illegal gambling operations. Dad didn't realize what he was doing. But, Papa did and he soon moved his family back home to a place he knew was safe for his family. But, Dad was able to purchase a new car after he turned 16 because of the money he had made as a newspaper boy.

Don't forget the Farmers Market will be open on Nov. 30th from 3 p.m. until 7 p.m. and again on Saturday Dec. 1st from 10 a.m. until 2 p.m.

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limbed. In the fields of the valley the cows silhouetted in the morning frost look almost frozen. I'm already in my long johns, wondering how I'm going to survive another cold winter. And this from someone raised in the Snow Belt on the shores of Lake Erie.

As Mother Nature transitions into her frosty season, the holidays approach quickly. My energies are focused on the Farmers Market 3rd annu-

al Kris Kringle Market to be held Friday, Nov. 30th from 3 p.m.-7 p.m. and on Saturday, Dec. 1st, 10 a.m.-3 p.m. Mark your calendars. It's promising to be a great holiday extravaganza for the whole family! If you would like to be a vendor at this Market, please visit our website for an application at www.UCFarmersMarket.com or email me at UCFarmersMarket@gmail.com. See you soon.

Chamber of Commerce events

For details and future events see events calendar at www.VisitBlairsvilleGA.com

Wednesday, November 14	
2pm	Tour Misty Mountain Model Railroad
Thursday, November 15	
8am	Mountain Networking Referral Group monthly meeting – Cooks Restaurant
12pm	Rotary Club of Union County – Cadence Bank
6:30pm	Good Neighbors Car Club Monthly Meeting – Rib Country
6:30pm	Shape Note Singing – Union County Historical Museum
7pm	Thursday Night Karaoke – You Be The Star! – The Lodge at Copperhead
Friday, November 16	
2pm	Tour Misty Mountain Model Railroad
Saturday, November 17	
9am	12th Annual Mistletoe Market & Sugarplum Tea Room – North GA Tech. College
10am	2nd Annual High School Gingerbread Competition – Brasstown Valley Resort
2pm	Tour Misty Mountain Model Railroad
Sunday, November 18	
11am	12th Annual Mistletoe Market & Sugarplum Tea Room – North GA Tech. College
Monday, November 19	
12pm	Blairsville Kiwanis Club Monthly Meeting – Steve's Cookie Jar Restaurant
6pm	Free Texas Hold 'em Tournament – Lodge at Copperhead
Tuesday, November 20	
8am	Tri-State Business Women's meeting – Cooks Restaurant
Wednesday, November 21	
2pm	Tour Misty Mountain Model Railroad

UNION COUNTY COMMUNITY CALENDAR

Every Monday:		
Garden Tours	GMREC	9 am - 1 pm
Boy Scouts #101	United Methodist Ch	7 pm
Children's Story Time	Union County Library	11 am
Kiwanis Club	Steve's Steakhouse	Noon
Civil Air Patrol	Blairsville Airport	6:30 pm
Every Tuesday:		
Mtn. Woodcarvers	Senior Center	6 pm
Sweet Adelines	United Methodist Ch	6:30 pm
Every Thursday:		
Masonic Luncheon	Cooks Restaurant	11:30 am
Rotary Club	Cadence Bank	Noon
Third Monday of each month:		
High Country Artisan	U.C.Bank Com Room	6:30 pm
Exp Aviation Assoc #1211	Blairsville Airport	7 pm
Allegheny Lodge	Masonic Temple	7:30 pm
Prostate Cancer Sup.	U.C. Cancer Center	5 pm
Third Tuesday of each month:		
UC Anti-Drug Coal.	Conference Room	Noon
American Legion, Aux	Civic Center	7 pm
Chatuge Gun Club	Senior Center, Hia.	7 pm
UC Homemakers	Dooley Chapter	Noon
Am. Legion Post 121	Old Civic Center	7 pm
Ladies Aux. Post 121	Old Civic Center	7 pm
Third Wednesday of each month:		
Blairsville Garden Club	Location not listed	1 pm
Friends of the Library	Library Com Room	2 pm
Beta Sigma Phi, Iota Iota,	Cadence Bank	7 pm
Third Thursday of each month:		
Jaycees	Fort Sorghum	7:30 pm
Tip-off Club	UC High School	7 pm
UC Saddle Club	Arena Clubhouse	7 pm
Commissioner's Meet.	County Courthouse	6 pm
UT Home Builders	Moschetto's	6:30 pm
Shape Note Music	Old Courthouse	6:30 pm
Kinship Care	Civic Center	Noon
MOPS	First Baptist Church	6 pm
Third Friday of each month:		
No activities listed		
Third Saturday of each month:		
Goldwing Road Riders	Daniels Steak House	11 am