



Warren Works

THE OFFICIAL NEWSLETTER OF THE WBPA

January, 2003

For information, contact Nina Ulloa at 908-226-1563

Volume 1, Issue 3

A LETTER FROM THE PRESIDENT

By Mike Schmidt

Business-to-Business networking opportunities have always been an asset for WBPA members, but have you ever stopped to evaluate the importance of member referrals? While doing business with fellow members should be the norm, we must look beyond the membership and examine our vast network of contacts. As our Association grows and diversifies we should always look to refer business to fellow members.

Within the walls of the WBPA exist thousands of business contacts, many who can utilize nearly every service offered from our combined member businesses. The more we learn about each other's businesses, the easier it will be to make a referral to friends, neighbors and associates. This is how our businesses can truly grow and prosper.

If you believe, like I do, that member-to-member business dealings are important, just think of the business growth you could experience if fellow members regularly referred business your way. In 2003, you will see the WBPA take an aggressive role in promoting a business referral program, as we believe it is an important



WBPA TO CO-SPONSOR VALENTINE'S DAY EXTRAVAGANZA

In support of the Warren Township Education Foundation, the WBPA, along with the Warren Lions Club, will co-sponsor the 2003 Valentine's Day Extravaganza. The event will be held at Forrest Lodge in Warren on Saturday, February 8, 2003, and will include dinner and entertainment starting at 7:30 PM. The donation is \$125 per couple.

The Warren Township Education Foundation is a non-profit 501 c (3) organization founded in 1994. The purpose of the organization is to obtain private funding for innovative programs that enrich and enhance our local schools. It works closely but does not compete with the Board of Education and the PTO's in securing funds to impact the greatest number of students.

Requests for project funding are received from teachers and administrators from our K-8 school system. Projects have ranged from "Fun with Physics" to "Voyage on the Mimi Project." One of the most popular grants has been "Egg-Citing Science." Using an incubator, children watch chicks hatch from eggs.

An outstanding public school system makes Warren a desirable place to live and work, and it is essential for the future of our children. The Foundation needs community support to be successful. We hope you will join us on the 8th of February for this special event. If you would like to purchase tickets call: Roberta Monahan (908-647-4632), Victor Sordillo (908-334-9870), Robert Rose (908-753-4450), Rick Kaufmann (908-755-6536), Bob Gildea (732-764-0923), or send a check to: P.O. Box 4134, Warren, New Jersey 07059.

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business tool that should be emphasized in our Association.

You will soon be receiving the 2003 WBPA Directory, complete with the contact names and information of all our members. I encourage you to review it carefully and get to know your fellow members. I also implore you to come to the WBPA Networking Meetings and get to personally know your peers. You belong to the WBPA for many reasons, but business referrals should be as important a business resource as you can attain from the Association. Use this resource to help your business grow, and that of your fellow member.

Last Chance For Value Book Coupons

The WBPA has extended its deadline until January 31 for coupon submissions to the Warren Book of Values. Please contact Nina Ulloa at 908-226-1563 if you want to get in the book. We will be printing 5,000 copies that are presently being sold through the Warren schools for \$20 each. All proceeds go to the WBPA's charitable endeavors.

Check Out the New WBPA Website

The WBPA has unveiled its new website at www.wbpa.org. This site, which includes a stand-alone directory section where visitors can easily access our member businesses, also features a password protected area for members. The user ID is *wbpa*, and the password is *member1*. The site will soon have a sister destination, www.mywarren.com

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