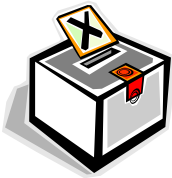


# ChamberLights



**The Old Saybrook  
Chamber of Commerce**  
proudly presents

**2007  
Political Candidate Breakfast**

**Wednesday**

**October 17, 2007**

**7:30 a.m.**

**Dock 'n Dine**

**Old Saybrook Point**

Join us for breakfast and hear the four Old Saybrook  
Selectman Candidates speak their platforms:

*Michael Pace  
William Peace  
Velma Thomas  
Dan Moran*

Bring your questions and your appetite!

SO... Save the Date!  
Wednesday, October 17—7:30am  
Cost to be determined



**Save the Date!**

***Old Saybrook Chamber of Commerce Annual Dinner Meeting  
Tuesday - December 4, 2007  
Saybrook Point Inn***

## Calendar of Events

**“Looped”** (Now—Oct 7) The Ivoryton Playhouse. In the summer of 1965, a 62 year old Tallulah Bankhead entered a Los Angeles studio in an effort to re-record (or “loop”) one line from her upcoming film “Die, Die My Darling.” It was supposed to take only 5 minutes - instead it lasted over 8 hours! For information call 767-7318.

**Affordable Housing Tour** (Oct 4) Join HOPE Partnership for a tour of some of the most successful affordable housing developments seen on the shoreline. For more information call 388-9513.

**Apple Festival** (Oct 6) Sponsored by the Woman’s Club of Old Saybrook. Saturday, Oct 6, 10am—4pm, Old Saybrook Middle School. Craft vendors will offer items for sale consisting of ceramic works, dried flowers, jewelry and of course, apples and baked goods. Proceeds benefit the Old Saybrook Scholarship Fund and Community Service Projects. Free admission. For more information contact Jean at 395-1206.

**“Tuesdays with Morrie,”** (Oct 24—Nov 11) The Ivoryton Playhouse. A college professor comes to terms with his own mortality and shares his journey with a favorite student as they find the way to live to the fullest. Winner of five Emmy Awards including Best Film for Television. Alan Oppenheimer (Murphy Brown) will appear as the indomitable Morrie in this heart warming story based on Mitch Albom’s unforgettable book. For information call 860-767-7318.

**Johnny Ad’s 50th Anniversary Celebration—OSFD Benefit** (Oct 7) Come celebrate Johnny Ad’s 50 years in business as well as supporting the Old Saybrook Fire Dept. Live music by The Phantoms, 2:00 p.m. to 5:00 p.m., 910 Boston Post Road, Old Saybrook.

**Autumn Art Trail** (Oct 13-14) Hosted by The Art Center at Killingworth. Visit the Private Studios of Connecticut Contemporary Artists, purchase art, sculpture and photography. Weekend trail Saturday, Oct 13th 11am—6pm and Sunday, Oct 14th 11am—5pm. Tickets are \$10 for a Weekend Pass. Children under 12 FREE. Juried Exhibition at The Mill House Gallery, 5 West Main Street, Chester (Oct 6—Nov 2, Wed-Sun 11am-6pm) Gallery Reception, Friday, October 12th 7-9pm. For tickets call 860-663-5593 or visit The Mill House Gallery. [www.artscenterkillingworth.org](http://www.artscenterkillingworth.org)

**Old Saybrook Annual Halloween Party** (Oct 26) Sponsored by the Old Saybrook Parks & Recreation Department. Town-wide Halloween Party for Pre-Schoolers through 5th Grade. Saybrook Point. For more information call 395-3152.

### 19th Annual Saybrook Stroll Friday, November 30

Sponsored by the  
Main Street Business Association

A street wide festive event celebrating the Holidays on Main Street. Hayrides, music, free giveaways, caroling, special entertainment, Mr. & Mrs. Claus. Stores are decorated and will have their own festivities. 5-9 p.m.

**Please Join Us!**  
*for any or all of these*  
**Chamber Connections!**  
*A comfortable and relaxed  
networking opportunity*

## GMAC Mortgage

Thursday October 18th  
GMAC Mortgage  
455 Boston Post Road, Old Saybrook

## Saybrook Health Care

Thursday November 1st  
Saybrook Health Care  
1775 Boston Post Road, Old Saybrook

## Savory

Thursday November 15th  
SAVORY  
254 Main Street, Old Saybrook

Get to know fellow  
Chamber members in a  
comfortable and relaxed setting  
5:30pm—7:00pm  
\$5 pre-registered  
\$8 at-the-door

R.S.V.P.  
388-3266  
[judy@oldsaybrookchamber.com](mailto:judy@oldsaybrookchamber.com)



## An interview with PrudentialCT Real Estate

By Diane Hoyt, Membership Committee Chair



Members of the PrudentialCT Real Estate Team pictured above: Greg Young, Kate Clancy, Pat Diglio, Kevin Carse, Stephanie Scott, Yolande Lowe, Rob DeMeulemeester, Sandy Orsie, Traver Steiner, Jack Tine and Ellie Snow.

I interviewed Pat Diglio at PrudentialCT Real Estate's beautiful new office. Pat is Office Leader of the Old Saybrook and Essex offices, which, combined, house 57 agents and/or brokers. Pat is not a "manager" per se as it is Prudential's philosophy that Office Leaders will assist their agents in any way needed and guide them in their transactions. She does not list or sell properties because Prudential believes she should not compete with her agents. PrudentialCT is #1 in both the county and state.

She related a story about attending a leadership seminar. She and the others had a great deal of experience in their field. There were many young people just out of college who were drawn to the technology, the virtual office, and the freedom to earn as much as they want in real estate. Pat the other leaders asked them, "What can we possibly teach you?" They answered, "People skills." All of us who have purchased a home know it is an emotional experience. Agents have to be psychologists at times. She told me of an elderly gentleman who was breaking up his family home of many years. The agent not only guided him through the 'paper process,' he helped him sort out his precious belongings and even helped him pack.

Since future homeowners are buying into

the town and school system as well, agents need to be knowledgeable about both. I asked her why people came to Old Saybrook: 1) the proximity to water, 2) the Main Street, 3) the schools. One of the most common questions is "where can I get a good cup of coffee?"

"Prudential has offered us the best of both worlds; the image and recognition of a large national company combined with the market knowledge and support of local ownership. Prudential provides the training, support and tools needed to best service our clients," stated Pat.

"I'm very lucky. Our office is filled with dedicated, skilled and caring agents. This is a career that is both challenging and rewarding. No two days are the same. No two deals are the same. Agents have to be able to think quickly on their feet. They need to be problem solvers. They continue to train and take continuing education to keep up with the changes."

"Our goal is to provide exceptional customer service to help buyers and sellers reach their goals. A real estate transaction can be both exciting and emotional. Our clients depend on us to guide them through the process."

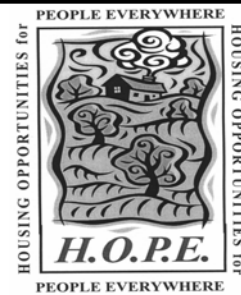
"The entire company is committed to the Sunshine Kids, an organization helping children with cancer. Last year we raised over \$300,000. Our goal this year is \$375,000. The agents work hard on various events throughout the year—sending these kids to places like Disney World, New York City and Niagara Falls." Pat and her team went to a local nursing home last year and asked what would be a good gift for the residents. When it was mentioned that they watch a lot of TV, Pat bought and wrapped enough videos of movies from their era so that all had something to open on Christmas.



PrudentialCT Real Estate is located at 1180 Boston Post Road, Old Saybrook, and can be reached at 860-388-3411.

Well, as I sit here in my little office looking out over the marsh watching the cormorants and osprey diving for their dinner, I can understand why I love this town and welcome any family to come and make it their home.

See you at the next Chamber Connections. Toss your business card into the basket for your chance at an interview highlighting your business. ■



**HOPE Partnership, Inc.**  
121 Main Street  
Old Saybrook, CT 06475

HOPE Partnership  
Sponsors a Tour of  
**AFFORDABLE HOUSING**  
on the SHORELINE

Join HOPE Partnership for a tour of some of the most successful affordable housing developments on the shoreline. Travel through the communities of Westbrook, Branford, Guilford, Lyme and Niantic in 2 separate sessions - morning and afternoon - to see a variety of great models, and speak with the groups that developed them. Participate in the morning, afternoon or both—please join HOPE for lunch regardless of the session(s) you attend. Call the HOPE office at 388-9513 or [info@hopepartnership-oldsaybrook.org](mailto:info@hopepartnership-oldsaybrook.org).



The Old Saybrook Fire Department is pleased to announce the **10th Annual Haunted Hayride**

All year long they put out fires, but during Halloween, its volunteers ignite a blaze of scary proportions for all to enjoy!

A possessed tractor-drawn hay wagon leads visitors into the deep, dark, demented woods of **Scary Old SayBrook.**

For more than 40 minutes, you will venture into the ghostly world of ghosts, goblins, and ghouls. In the eerie fog, you'll be frightened by the bone-chilling sounds of creatures of the night: which are front, which are behind and witch are from the great, great beyond?

Where: Clark Memorial Field  
210 Elm Street & Ingham Hill Rd  
(Across from Pasta Vita)  
Old Saybrook

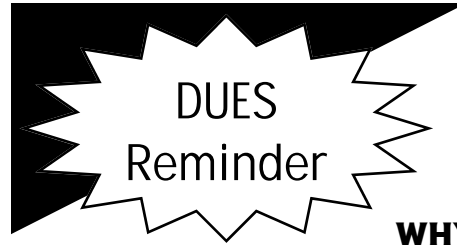
When: Thurs-Sat Oct 18-20  
Thurs-Sun Oct 25-28

Trailer Rides start at dusk 7pm

\$10 Adults / Children under 12 - \$5  
Bring a canned food to donate to the Shoreline Soup Kitchen and receive a \$1 off admission

Advance Group Sales  
or for additional information visit:  
[www.oldsaybrookfire.com](http://www.oldsaybrookfire.com)

*Thank you for supporting the  
Old Saybrook Fire Department*



## WHY RENEW?

Many of our Chamber members have already renewed their investment for 2008 and to those members we say a hearty "Thank You!"

If you have not yet sent in your 2008 Chamber investment, we urge you to do so. Here are some advantages of participating in the Chamber:

1. Involve yourself with Chamber activities - involvement adds value to your membership and creates opportunities for you to market your business to other members.
2. Place your business in the Chamber Guidebook—a widely distributed information booklet for both residents and visitors.
3. Promote your company's product or services at Chamber functions and events.
4. Acknowledge your participation in the business community by displaying your Chamber member decal & plaque.
5. Take part in building a stronger Chamber, which in turn makes a stronger community.
6. Receive the Chamber's monthly newsletter, ChamberLights, which is full of news and information about both the Chamber and the Old Saybrook community.

### ***The following Letter was mailed to all Chamber members on September 7, 2007:***

Dear Chamber Member,

This letter is written to inform the Old Saybrook Chamber of Commerce in a change of leadership due to Linanne Lee's ongoing battle with cancer.

Effective September 3, 2007, Judy Sullivan has been named Acting Executive Director by the Board of Directors. On or before January 31, 2008, the Board will re-evaluate the situation.

Linanne deeply appreciates the cards, gifts and prayers sent her way by her Chamber family. Please continue to keep her in your thoughts and prayers.

Thank you,

Adam Stuart  
President  
Old Saybrook Chamber of Commerce

## Where are we going? Are we there yet?

Lisa Louison, Vice President, Business Development - Strategies, Inc.

This article first appeared in *Strategies*, the premier publication for business growth. Old Saybrook Chamber of Commerce members receive a one-year subscription for \$69, a \$20 savings! Call 860-767-2064



**Have you ever had the experience of driving with small children in the back seat? You know, those adorable little people who ask every so often, “Where are we going?” and “Are we there yet?”**

Even at a young age, we have expectations, and we need them to be managed properly. Simply telling a child that we are making strides on reaching our destination fails to satisfy her growing impatience. As we grow older, we move from the back of the car to the driver’s seat. The question of where we’re going may seem clear until we hit traffic or become lost. Then we, too, have those questions surface with the same impatience and need for answers.

Now consider the team in your company. Do they have the need to know where they are going to how long it will take to get there? Are they strapped into a car seat with only the back of a head to look at, and no sense of the company’s direction? Leaders, as drivers of a company, can become hypnotized by the road and forget to communicate with the team about where they are going and how long it will take to get there. Furthermore, the scene that leaders describe may be vague and fail to engage the team in the journey.

Make a commitment to ask your team players where they believe the company is headed. Be patient and listen. Truly listen. Ask them what their role in the journey is and why they

are along for the ride.

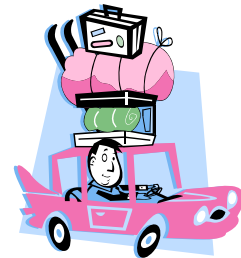
Do they understand how the journey impacts them directly, and what is waiting for them down the road? If the answers are difficult for them to articulate, then you have work to do. If you sense that they are lost or have dozed off in the back seat, then you need to pull the car to the side of the road and communicate more effectively with the passengers.

Be open to the “backseat driver” who may have valuable insight and ideas that will help the company maneuver safely and more efficiently.

Ask for volunteers to ride “shotgun,” a term that used to refer to the covered wagon and stagecoach days when the person seated next to the driver would protect and communicate with the oc-

cupants of the wagon, so that the driver kept his eyes on the trail and didn’t have to concern himself with safety.

Enlist the help of the fun-lovers in the car. It is common knowledge that long trips are more enjoyable when people are having fun. Ask your team what they consider fun. Crank the tunes, put the top down, keep the gas tank full. Soon you will reach your destination and be ready to plan your next trip together. ■



### Foliage Cruises on the Lower Connecticut River

View the beautiful autumn foliage while enjoying a peaceful, informative cruise up the lower Connecticut River aboard **RiverQuest**

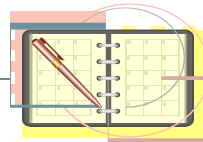
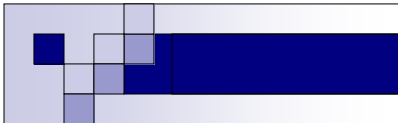
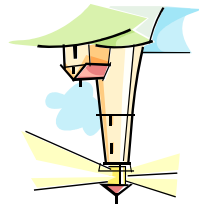
Please join us for our 90 minute Foliage Cruise, leaving from the Connecticut River Museum at the bottom of Main Street, Essex, CT

Cruises normally run Monday thru Friday at 1pm  
Saturday and Sunday at 1pm and 3pm. Adults: \$15, Children: \$12

A combination ticket for museum admission and your *RiverQuest* cruise is also available. Adults: \$20, Children: \$15

For daily updates and more information: website: [ctriverexpeditions.org](http://ctriverexpeditions.org).  
RiverQuest phone: 860-662-0577

OLD SAYBROOK CHAMBER OF COMMERCE  
P.O. Box 625  
OLD SAYBROOK, CT 06475



Old Saybrook Chamber of Commerce  
P.O. Box 625  
Old Saybrook, CT 06475  
  
Phone: 860-388-3266  
Fax: 860-388-9433  
E-mail: [judy@oldsaybrookchamber.com](mailto:judy@oldsaybrookchamber.com)



*Old Saybrook Chamber of Commerce  
.. We Mean Business!*

### *Save these Dates!*

- |                     |   |
|---------------------|---|
| <b>Sat, Oct 6</b>   | <i>OS Woman's Club Apple Fest</i>               |
| <b>Sun, Oct 7</b>   | <i>Johnny Ad's 50th Anniversary Celebration</i> |
| <b>Wed, Oct 17</b>  | <i>"Meet the Candidates" Breakfast</i>          |
| <b>Thur, Oct 18</b> | <i>Chamber Connections—GMAC Mortgage</i>        |
| <b>Thurs, Nov 1</b> | <i>Chamber Connections—Saybrook Health Care</i> |
| <b>Thur, Nov 15</b> | <i>Chamber Connections—Savory</i>               |
| <b>Fri, Nov 9</b>   | <i>Bikes for Kids Fundraising Gala</i>          |
| <b>Fri, Nov 30</b>  | <i>Old Saybrook Winter Stroll—Main Street</i>   |