



# St. Thomas Executives Association

New  
Member  
Day  
November 1

## STEA members

(Front left) Bonnie Lake, Elgin Pure Water; Terry Banghart, Cox Transportation; Ginnette Minor, Genuine Stitches; Melanie McBain, McBain Signs; Shila Klassen, Klassen Construction; Ida Anderson, Kathy's Catering. (Middle left) Vanessa Bell, Shutter Studios; Phil James, New 2 You Auto; Terry Carroll, The Weekly News; Russ Jackman, Internet Advisor; Rebecca Palmer, Thomas C. Fox Investment Group, CIBC Wood Gundy; Biz Thompson, Waite's Printing Service; Dan Peterson, Service Experts - Plumbing Division. (Back left) George Fischtner, Sparkle Carstar Collision; Linda Sawyer, BMO Bank of Montreal; Rob Quai, Quai du Vin Estate Winery; John Regan, Elgin Business Resource Centre; Steve Gilbert, Service Experts; Jane Shepherd, Corporate IT Solutions; Adrian Peters, A & M Sounds. Not available for the photo: Ansell's Awards & Specialties, Fixed Right Automotive, Gamble Insurance, Graham Scott Enns, Jennings Furniture, RE/MAX Centre City Realty, Tax Free Cash.



## Meet the St. Thomas Executives Association

The St. Thomas Executives Association (STEA) has one overriding purpose: to promote the business interests of its members through networking.

There's one other important point: Businesses who belong cannot compete directly with each other. It's truly networking, so only one member can belong per business category.

To expand its network of contacts, STEA is hosting a luncheon dedicated to prospective new members on Tuesday November 1 at 12 noon at St. Thomas Elgin Public Art Centre (the Art Gallery). Businesses interested in exploring the idea are invited to a delicious free lunch catered by Kathy's Catering, an STEA member.

If they have questions about categories, prospective new members are invited to contact Membership Coordinator Vanessa Bell at 519-808-2881 or Shutter Studios, 519-637-3006. Or businesses may wish to call Membership Chair Rodney Klassen, Klassen Construction, at 519-808-2658. There's also information on the website at [stea.org](http://stea.org).

President Dan Peterson talks about the relationships and business friendships that are formed. "I've always been confident in doing business with other members as well as offering business leads. And I really appreciate

the friendships and business relationships that have developed," Dan says.

Prospective new members should have been in business at least a year and strive for excellence in all that they do.

Vanessa, Rodney or Dan are interested in talking to good business people, open and honest, who are prepared to commit the time to a weekly lunch and have a genuine interest in building their business through networking. STEA members often express it this way, "To get business, you have to be prepared to give business." Sometimes, a business is not in a position to buy from another member because it's not a product or service that business would use. Members still assist each other by giving leads and recommendations about fellow members.

There are different types of business leads. Most commonly, these are direct leads – business associates, friends, family close to an STEA member. Less immediate, but also important, are indirect leads – information about new businesses or economic trends that will benefit STEA members.

The free lunch Tuesday November 1 at the Art Gallery in St. Thomas could be the beginning of some fruitful new business relationships.

Stop by, or call Vanessa Bell at 519-808-2881 or 519-637-3006 about the lunch or business categories..

## STEA's current membership

- A & M Sounds
- Ansell's Awards & Specialties
- BMO Bank of Montreal
- Corporate IT Solutions
- Cox Transportation
- Elgin Business Resource Centre
- Elgin Pure Water
- Fixed Right Automotive
- Gamble Insurance
- Genuine Stitches
- Graham Scott Enns
- Internet Advisor
- Jennings Furniture
- Kathy's Catering
- Klassen Construction
- McBain Signs
- New 2 You Auto
- Quai du Vin Estate Winery
- RE/MAX Centre City Realty
- Service Experts – Heating, Air Conditioning & Gas Fireplaces
- Service Experts - Plumbing Division
- Shutter Studios
- Sparkle Carstar Collision
- Tax Free Cash
- Thomas C. Fox Investment Group, CIBC Wood Gundy
- Waite's Printing Service
- The Weekly News