

# March Connections

## UPCOMING EVENTS:

### CITY CLUB CONNECTION

Tuesday, March 1st  
6:00PM—8:00PM

Network socially and professionally among Buckhead business leaders while enjoying an open wine and beer bar.

### THE BREAKFAST CLUB

Wednesday, March 16th  
8:30AM—9:30AM

Join Membership Director, Amanda Chasse, for breakfast and our morning networking event.

### \$2.00 TUESDAYS

5:30PM—9:00PM

Come join City Club every Tuesday and enjoy \$2.00 domestic beers, accompanied with \$5.00 pizzas!

*Pizza includes cheese and one topping.*

### \$10.00 SURF AND TURF

Tuesday, March 22nd  
5:30PM-9:00PM

Dine with us and enjoy a wonderful Surf and Turf meal for just \$10.00 per person. Also enjoy House Wine for only \$3.00.

## 2011 Board of Governors

- MR. JOHN HEAGY, *CHAIRMAN*
- MR. PHIL MINNES
- MR. JIM MUNSON
- MRS. LORRAINE CHILVERS
- MR. ADAM GHALI
- MR. WHIT BLAKELEY
- MR. KEN ASHLEY
- MR. JOHN ADAMS
- MR. BILLY LOVETT
- MR. SCOTT MARTIN
- MR. ROBERT ALPERT
- MR. JACK SCHREITMUELLER
- MR. STUART JOHNSON

## NCAA College Basketball Tournament & St. Patty's Day Celebration Thursday, March 17th 5:30PM—9:00PM

**Be sure to bring your festive green attire to our College Basketball and St. Patty's Day Party! Here you will enjoy an exciting night of college basketball, \$0.50 wings & \$2.00 domestic green beers! Compare brackets and mingle with members while watching the best tournament in collegiate sports!**

Please submit your completed brackets to Amanda Chasse before Monday, March 14th. After the NCAA National Championship game on April 4th, the member with the most points will receive a prize from City Club of Buckhead!

## Fat Tuesday is Here!

Tuesday, March 8th  
5:30PM—9:00PM

Get a taste of Mardi Gras from Executive Chef Darryl Evans as he prepares dinner New Orleans style! Enjoy specially priced drinks including the ever-so-famous "Hurricane"!



## Wednesday, March 23rd 11:30PM—1:00PM

### "Five Traits of a Great Leader"

Hosted by Dr. Rick Forbus  
with Trove, Inc.



Every leader has to clarify some "anchors" in their lives to become great leaders. The discovery of these five traits throughout this interactive speech, are empowering and life-changing. The speech includes some video clips and actionable steps.

This leadership event is led by Rick Forbus, PhD, Partner- Executive Advisor and Coach of Trove, Inc., Atlanta. In the last 12 years, Rick has trained organizations, trained trainers and delivered keynote speeches and coached over 40,000 leaders. Come join City Club and Dr. Forbus for this interactive session on how to become a successful leader!

*\$21 per person includes three-course luncheon, tax, gratuity & parking. Seating is limited and reservations are required. (404) 442-2600*

**MEMBER SPOTLIGHT:****Mr. Benjamin Suggs**

Helping others to succeed in their business endeavors has been Benjamin Suggs's goal ever since he decided to start his own business in early 2010. After many years of leading marketing, operations and consulting teams for several large companies, Ben decided to take an exit from corporate America and founded Due North Business Advisors, a marketing and consulting services company. Due North helps small business owners revitalize their businesses by applying strategies and services to improve marketing, customer and employee management, and internal processes. Later the same year, Ben started a second business called PracticePRM, a marketing firm dedicated to helping Dentists and Veterinarians grow their practices through patient relationship marketing. Ben and his wife Serena – who works for a commercial real estate management company - joined the City Club primarily for business networking, but soon found that the club offered much, much more. They have made some very good friends, and Ben finds the interaction with other small business owners to be very inspiring. Ben and Serena live in Sandy Springs with their beagle, Emmett.

**BUSINESS TIP OF THE MONTH:**

Why do we think that by asking a question we'll hurt the prospect's feelings? What you need to remember is that you are not responsible for how a prospect reacts to a question that you ask.

Salespeople avoid asking for fear of upsetting the prospect. Sometimes they get frustrated with themselves because they feel they lost a sale or an opportunity of a sale because they lacked the guts to ask questions. They would rather bite their tongue than ask a question that they think might make the prospect uncomfortable.

Have you ever wondered what prevents you from asking questions? The answer is fear; fear of the unknown, fear of the prospect's reaction and fear that it could jeopardize the sale.

It's interesting how we let the concept that *we may hurt the prospect's feelings* impact how we conduct ourselves in a sales call. Remember – asking a question will not hurt the prospect's feelings. Only the prospect can choose to be upset by the question that you asked. If you feel it, say it, gently and you'll be surprised at the result.

-Submitted by Glenn Carver, Sandler Training

# Welcome New Members!

Mrs. Rhonda Belser-Davis—Vin Vino Wein, LLC  
 Mr. Melton Bennett - What's Under Your Roof?  
 Mr. Amanda Campbell—Amanda L. Campbell, P.C.  
 Mr. Steven Douglas—Technisource  
 Ms. Regina Edwards— Edwards & Associates  
 Mrs. Devon Haywood—Capstone Financial Partners  
 Mrs. Sarah Hodgdon—Keller Williams  
 Ms. Kemi Lewu—Burberry  
 Ms. Lynn Lilly— East Andrews  
 Mr. and Mrs. Andrew Lindsay—Ernst & Young  
 Mr. and Mrs. Michael Mansfield—Mansfield Oil  
 Mr. Les Roberts—Art Tech Design  
 Mr. Jake Shteyman—Martenson, Hasbrouck & Simon  
 Mr. Daniel Speice—Compass Relocation Group  
 Mr. Ryan Stewart—NERC  
 Mr. Dan Szematowicz—CNN  
 Mrs. Elizabeth Tatum—Tatum, Hillman, Hickerson & Powell, LLP  
 Mr. David Teszler— DeNova Capital, LLC  
 Mr. Joe Upson— DeNova Capital, LLC

## New Member Orientation

**Thursday, March 10th, 2011 · 6:00PM-7:00PM**  
or

**Friday, March 11th, 2011 · 8:00AM-9:00AM**

Join Membership Director, Amanda Chasse, over breakfast or hors d'oeuvres to learn about all the benefits that come along with your new membership at City Club. You will be given your New Member Packet which includes the club bylaws, frequently asked questions, typical procedures for billing, booking private rooms, etc. This orientation is designed to provide you with everything you need in order to gain the most from your membership at **City Club of Buckhead!**

*Complimentary breakfast buffet during morning orientation and complimentary hors d'oeuvres and cocktails during evening orientation. All other food and beverages ordered during other times will be charged by signature.*



# Networking Events at City Club of Buckhead



*Build Relationships with Like-Minded Business People*

## CITY CLUB CONNECTION

**TUESDAY, MARCH 1ST • 6:00PM - 8:00PM**

- Bring guests to showcase City Club and have them experience the benefits of membership at your Club!
- Complimentary for members and just \$10.00 for guests.
- Enjoy a wonderful array of hors d'oeuvres prepared by our fabulous Executive Chef, Darryl Evans.
- **An Open Beer and Wine Bar** for you and your guests!
- Wonderful networking opportunities with qualified Buckhead business leaders.
- An opportunity to present a **"one minute mini-commercial"** about you and your business to a captive audience!
- **Special Membership Offers** to your guests with benefits to you through our Member Referral Program!



*There is no limit to the number of guests a member invites. Reservations highly requested 404.442.2600*



**"TGIF"**  
**FRIDAY, MARCH 25TH, 2011**  
**5:30PM-7:30PM**

Come and celebrate the end of the week with fellow members with an open bar as well as an assortment of heavy hors d'oeuvres! TGIF will take place every last Friday of the month! *\$15.00 all inclusive for members \$20.00 for guests Reservations are encouraged. (404) 442-2600*

**"CITY CLUB CONSORTIUM"**  
**MARCH 4TH AND 18TH**  
**8:30AM-10:00AM**

*The group features customized strategies of doing business in specific industries.*

Facilitated by Mr. Phil Minnes of City Club's Board of Governors



**"CITY BUSINESS EXCHANGE"**  
**THURSDAY, MARCH 10TH**  
**8:30AM-9:30AM**

Facilitated by Mr. Jim Munson and Mr. Robert W. Blakeley of City Club's Board of Governors

*The group discusses various strategies on ways to shorten your sales cycle and become more confident in your sales presentation!*



**"THE BREAKFAST CLUB"**  
**WEDNESDAY, MARCH 16TH**  
**8:30AM-9:30AM**

Join Amanda Chasse, Membership Director, and other members and guests for a lively networking breakfast!

*Enjoy the fantastic breakfast buffet while discussing this month's topic, "How Positive is your Attitude?"*



**"CITY BUSINESS GROUP"**  
**TUESDAY, MARCH 29TH**  
**8:30AM-9:30AM**

Facilitated by Mrs. Lorraine Chilvers of City Club's Board of Governors

*Mrs. Chilvers and fellow member, Mr. Glenn Carver, will teach you ways to successfully develop your "30-second elevator speech" and things not to do while networking.*

*City Club of Buckhead Breakfast Buffet • Complimentary for Members and \$10.00 for GAPC Members and Guests • Limited Space Available*

Please contact Amanda Chasse for more information about attending group sessions at (404) 442.2678.



## ***Staff Spotlight***

### **Terri Harof**

**General Manager of City Club of Buckhead Athletic Club & Spa**

Mrs. Harof, received her BA from Georgia State University and has been involved in the health club and hospitality industry for 25 years. Terri is a partner with 20First Hospitality, an Atlanta-based company that manages restaurants, event facilities, private dining and athletic clubs and day spas. Terri's diverse experience in club management, personal health/fitness programming and providing outstanding customer service is an excellent addition to the current management team.

## **March Spa Specials**

### **LAVENDER HERB SALT SCRUB**

This body treatment stimulates circulation, removes dull, flaky skin and moisturizes the skin leaving it soft and glowing. Regular

*Member: \$60*

*Guest: \$65*

### **CLASSIC MANICURE AND HOT STONE PEDICURE COMBO**

It's time to forget winters woes and get ready for sandals season! Treat your hands and feet to our classic manicure and hot stone pedicure.

*Member: \$60*

*Guest: \$65*

### **DEEP TISSUE MASSAGE**

This 60 minute massage is recommended for specific problem areas that may need more intense manipulation and is ideal for chronic conditions that need regular attention.

*Member: \$59*

*Guest: \$69*

### **MANICURE AND GEL POLISH**

Want flawless nail color that lasts up to 2 weeks? Come and try our new soak off gel polishes! No chips or smudges and absolutely no dry time!

Available in your favorite OPI colors.

*Member: \$25*

*Guest: \$27*

### **WANT A FRESH FACE FOR SPRING? TRY OUR AGE DEFYING FACIAL**

This potent anti-aging treatment helps revitalize mature, dry skin by stimulating cellular regeneration and providing protection from free radical damage and dehydration. Smooths softens and restores a youthful radiance to the skin.

*Member: \$60*

*Guest: \$65*

**Enjoy 20% off of all regular spa services through the month of March!**


**Please be sure to mention this discount when booking any spa service.**

OUTPATIENT AQUATIC PHYSICAL THERAPY

**ARE YOU LIMITED BY ACHES AND PAINS?**  
SCHEDULE AN APPOINTMENT WITH ONE OF OUR PHYSICAL THERAPISTS TODAY

404.846.0899 TELEPHONE  
WWW.INTEGRATEDTHERAPYATL.COM

Aquatic Physical Therapy is a covered benefit for most insurance plans




BUCKHEAD  
DECATUR  
DUNWOODY  
ALPHARETTA  
WOODSTOCK  
VININGS

### **GROUP CLASS OF THE MONTH:**

**PiYo**  
**Tuesday at 5:30 PM**



PiYo is a mind/body class that blends Yoga and Pilates. This class is great for strengthening your core & balance and improving your posture.




**INTEGRATED THERAPY**

OUTPATIENT AQUATIC PHYSICAL THERAPY

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BUCKHEAD • DECATUR • DUNWOODY • ALPHARETTA • WOODSTOCK • VININGS

**CALLING ALL BEGINNERS THROUGH GRANDMASTERS!**

JOIN US FOR CITY CLUB'S CHESS CLUB!

**WEDNESDAY, MARCH 30TH**

STARTING AT 5:30PM, SPEND SOME TIME WITH OTHER CHESS ENTHUSIASTS READY FOR A QUICK ROUND OF BLITZ, A SHORT CHAT, AN IMPROMPTU TOURNAMENT, OR SIMPLY ENJOY THE WEALTH OF CHESS.



IF YOU ARE A BEGINNER, FELLOW MEMBERS, MR. BARRY FLINK AND MR. JIM BELL, WILL TEACH YOU THE STRATEGIES OF CHESS AND PROVIDE GUIDANCE ALONG THE WAY.

Contact Amanda Chasse, Membership Director, for more information at (404) 442.2678 or [achasse@cityclubofbuckhead.com](mailto:achasse@cityclubofbuckhead.com).

**\$12.00 THURSDAYS WITH \$3.00 HOUSE WINES**

Come to City Club on Thursday nights to enjoy our special menu featuring an entrée for only **\$12.00 per person!**

**Introducing our New Menu Items:**

- Petite Grilled Filet of Beef
- Pan Seared Breast of Chicken
- Crispy Potato Wrapped Atlantic Salmon Fillet
- Seafood Cioppino
- Shrimp, Scallops, White Fish & Salmon, in a Saffron Seafood
- Pan Seared Medallion of Pork Tenderloin
- Medley of Three-Cheese Tortellini



*All Entrées are served with Chef's Seasonal Vegetables*

\$12.00 price does not include tax, gratuity, or beverages. House Wine is \$3.00 per glass and does not include tax and gratuity. All other beverages and desserts are charged by signature. Reservations Highly Suggested.

**Recipe CORNER**



**Peanut Butter Cookies**

**Ingredients:**

- 1 cup unsalted butter
- 1 cup crunchy peanut butter
- 1 cup white sugar
- 1 cup packed brown sugar
- 2 eggs
- 2 1/2 cups flour
- 1 tsp baking powder
- 1/2 tsp salt
- 1 1/2 tsp baking soda

**Directions:**

1. Cream together butter, peanut butter and sugars.
2. Beat in eggs.
3. In a separate bowl, sift together flour, baking powder, baking soda, and salt.
4. Stir into batter. Put batter in refrigerator for 1 hour.
5. Roll into 1 inch balls and put on baking sheets.
6. Flatten each ball with a fork, making a criss-cross pattern.
7. Bake in a preheated 375 degrees F oven for about 10 minutes or until cookies begin to brown. Do not over-bake.

**THE LAST TUESDAY OF EVERY MONTH IS...**

**\$10.00 SURF AND TURF NIGHT**

**TUESDAY, MARCH 29TH**

**5:30PM-9:00PM**

**March's Menu:**

**Toasted Cumin & Fennel Seed Crusted Pork Tenderloin with Lump Crab**

**Spinach and Vegetable Strudel**

**Cassoulet of Cannellini Beans, Carrots & Onions**



\$10.00 entrée, \$3.00 House Wine by the glass. Pricing does not include tax, gratuity, or beverages.

All other beverages are charged by signature.

**Reservations Highly Suggested 404.442.2600**

## Executive Women's Speaker Series

**Thursday, March 10th  
11:30AM - 1:00PM**

**"Learn to get Fit before the Summer Hits!"**

Feeling the winter blues? What better way to get over this cold weather than to come to our one-hour seminar about learning how to feel and look good for summer!

City Club's very own personal trainers, Mr. LaShae Lowe and Mr. LaBronze Garrett as well as our new addition, Food Coach, Ms. Dawn Jameson will teach you the tricks of the trade of getting lean and fit the healthy way!

They will teach you ways to work on your trouble spots as well as provide you with healthy diet secrets that will help you slim down before you can say "bikini"!

*\$21 per person includes three-course luncheon, tax, gratuity & parking. Seating is limited and reservations are required. (404) 442-2600.*



### Meet our Newest Member of our Staff!

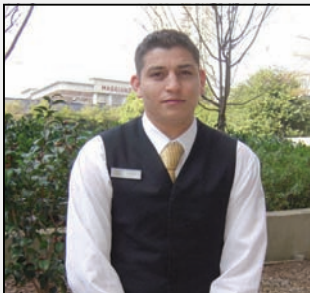
*Ms. Barbara Dixon  
Accountant*

Say "hello" to our newest addition to City Club! Ms. Barbara Dixon brings a wealth of experience to handle all of your accounting needs.

Ms. Dixon graduated college in New York City from Baruch College and since then has accumulated over 15 years of accounting experience.

**Welcome Barbara!**

## 2010 Employee of the Year!



Congratulations to **Mr. Juan Perez** for being voted by fellow employees as City Club's "2010 Employee of the Year." Juan is the Banquet Captain here at City Club and was selected due to his continuous hard work and dedication!

We all appreciate his efforts and commitment to make sure members are always well taken care of and exemplifying superior service. He is always going above and beyond his duties.

Please congratulate Juan the next time you see him!



### **City Club will be open for Dinner Saturday, March 19th 5:30PM—9:00PM**

We are open for a special à la carte dinner on Saturday, March 19th! Enjoy our new delicious Spring dinner menu paired with \$3.00 house wine.

City Club will provide complimentary child care service which includes a family movie and crafts. Children's meals are also available.

*Reservations are required.  
Please call 404-442-2600 to RSVP.*

# City Club Communication



Find us on LinkedIn  
and Facebook!



In order to enhance the networking and business connections of our members, we would like to offer you the opportunity to join the **City Club Directory**. This optional entrance directory will be a platform to promote your business among other members in the club as well as a resource for you to reach out to other professionals.

If you would like to place your business in the City Club Directory, please send the following information to Noy Sankavilode at [nsankavilode@cityclubofbuckhead.com](mailto:nsankavilode@cityclubofbuckhead.com).

- Company Name and Contact Information**
- Photo or Logo (2"x3") jpeg or gif**
- A Brief Description of your Company & your Services**

**City Club invites you to join our group on LinkedIn! Here you can participate in Club related discussions and connect with fellow members.**

**City Club is also on Facebook! Take the time to "Like" us and you will receive updates on upcoming events and important information that you will need to know as a City Club member!**

## A LETTER FROM OUR GENERAL MANAGER...

Spring is in the air and we are starting off the month of March with new à la carte menus for lunch and dinner! We are looking forward to attracting more of our members into the club with Chef Darryl's newest menu items that rival any of the top restaurants in Atlanta. We have been working hard on continuous improvement throughout the club and focusing on remaining committed to serving our members with the highest levels of excellence, attentiveness, and friendliness. We preach on a daily basis that we must strive for perfection with every single point of contact with our members. We realize that may fall short from time to time, but that doesn't mean that we're not trying and it makes us work even harder for that next time. I wanted to share our Credo here at City Club with our members. This is reinforced consistently and it is the cornerstone of what our mission and commitment is to you, our members.



*City Club of Buckhead is the place where the unquestionable care and comfort of our members is our fundamental focus. We pledge to provide superior service and an immaculate environment for our members. The experience at City Club of Buckhead will heighten the senses, instill well-being and even indulge the unexpressed needs and imagination of our members.*

We look forward to serving you!

*Mario Campuzano*

### Who To Contact at City Club of Buckhead

**WITH QUESTIONS REGARDING:**

- BILLING
- DINING RESERVATIONS AT CCB OR ANY RECIPROCAL CLUB
- BOOKING A PRIVATE ROOM
- WEDDINGS AND PRIVATE PARTY INFORMATION
- IN-HOUSE CATERING
- MEMBERSHIP INQUIRIES, REFERRALS, & BENEFITS
- NETWORKING & CLUB SPECIAL EVENTS
- BUYING CONCERT/SHOW TICKETS/SPORTING EVENTS
- SCHEDULING A SPA SERVICE
- PERSONAL TRAINING

**CONTACT:**

- BARBARA DIXON 404.442.2685
- CONCIERGE 404.442.2600
- AMANDA THOMAS 404.442.2679
- AMANDA THOMAS 404.442.2679
- AMANDA THOMAS 404.442.2679
- AMANDA CHASSE 404.442.2678
- AMANDA CHASSE 404.442.2678
- CONCIERGE 404.442.2600
- ATHLETIC CLUB & SPA 404.442.2660
- ATHLETIC CLUB & SPA 404.442.2660

# March 2011

Monday		Tuesday-Friday		Saturday & Sunday		
B: 7am-10am L: 11:30am-2pm Club Closes at 3pm		B: 7am-10am L: 11:30am-2pm D: 5:30-9pm		Club Closed		
Sun	Mon	Tue	Wed	Thu	Fri	Sat
		1 City Club Connection 6pm - 8pm \$2 Tuesdays	2	3 \$12 Menu	4 City Club Consortium 8:30am-10am	5 No Dinner Service
6	7 Club Closes at 3pm	8 Fat Tuesday Mardi Gras Party 5:30pm—9pm	9 City Business Exchange 8:30am-9:30am	10 Women's Speaker Series 11:30am-1pm \$12 Menu	11 New Member Orientation 8am-9am	12 No Dinner Service
	14 Club Closes at 3pm	15 \$2 Tuesdays	16 Breakfast Club 8:30am-9:30am	17 St. Patty's Day & Basketball Party 5:30pm-10pm	18 City Club Consortium 8:30am-10am	19 Dinner Service 5:30-9pm
20	21 Club Closes at 3pm	22 \$2 Tuesdays	23 Lunch & Learn 11:30am-1pm	24 \$12 Menu	25 TGIF 5:30pm—7:30pm	26 No Dinner Service
27	28 Club Closes at 3pm	29 City Business Group 8:30am-9:30am \$10 Surf & Turf	30 Chess Club 5:30pm	31 \$12 Menu		

www.cityclubofbuckhead.com

404.442.2600

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CITY CLUB  
OF BUCKHEAD

