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THE CONNECTION

February 2016

THE GREATER PITTSBURGH BUSINESS CONNECTION meets at Eat 'n Park, Business Route 60, Pittsburgh, PA, Wednesday mornings at 7:15 AM and concludes at 8:30 AM.

The Greater Pittsburgh Business Connection is a group of professional men and women who meet each week to exchange business leads. Each category is exclusive. So JOIN NOW before your competitor does and reap the benefits of an additional sales force—your loyal CONNECTION members—who will be networking for you!

Visit our website: www.gpbc-pgh.org and follow us on twitter: @GPBCAirportChap

Officers

President.....John McLay
 Vice-President.....Denise Sinkavich
 Treasurer.....Bernie Slutiak
 Secretary.....Lori Melchiorre
 Director.....Bernie Slutiak

Membership.....Jim Stossel
 Sergeant-at-Arms..... Brad Amper
 Social Director.....Lori Melchiorre
 Newsletter Editor.....Lori Melchiorre
 Historian.....Jim Stossel

Scheduled Speakers

| <u>DATE</u> | <u>10 MINUTE SPEAKER</u> | <u>5 MINUTE SPEAKER</u> |
|-------------|--------------------------|-------------------------|
| February 3 | Dick Kernick | Brian Thomas |
| February 10 | Samuel Mickler | Lori Melchiorre |
| February 17 | Jim Stossel | John McLay |
| February 24 | Bernie Slutiak | Scott Pennell |
| March 2 | Brad Amper | Michele Long |
| March 9 | Dick Kernick | Kevin Hartung |

Only members speak, there are no outside speakers. The speakers are allotted time to demonstrate the unique aspects of his or her business.
REMEMBER, IF YOU ARE A SPEAKER AND CAN NOT ATTEND A MEETING, YOU ARE RESPONSIBLE FOR CALLING THE FOLLOWING WEEK'S SPEAKER TO SWITCH WITH YOU.

GPBC MEMBERSHIP DIRECTORY

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| <p>#1 COCHRAN (Automobile Sales)</p> <p>Brad Amper 5200 Campbells Run Road Pittsburgh, PA 15205 Tel: 412-788-4444 x 14052 Fax: 412-787-4481 Cell: 412-583-5116 Bamper@cochran.com www.cochran.com</p> | <p>ANSELL & ASSOCIATES, P.C. (Certified Public Accountant)</p> <p>Susan J. Ansell, CPA 3025 Washington Road, Suite 300 McMurray, PA 15317 Tel: (724) 941-6350 Fax: (724) 941-6377 Cell: (724) 350-6218 cpaplus@verizon.net www.ansellcpa.com</p> | <p>BT CONSULTING SERVICE (Small Business Computer Consulting)</p> <p>Brian Thomas 123 Washington Street, Suite 151, Washington, PA 15301 Tel: (412) 469-0733 Fax: (412) 469-0732 bthomas@btconsultingservice.com www.btconsultingservice.com</p> |
| <p>COMCAST SPOTLIGHT (Television Advertising)</p> <p>Lori Melchiorre 7 Parkway Center, Suite 500 Pittsburgh, PA 15220 Tel: (412) 444-2145 Fax: (412) 808-0060 Lori_Melchiorre@cable.comcast.com www.comcastspotlight.com/pittsburgh</p> | <p>DDS WEB DESIGN (Web Design)</p> <p>Denise Sinkavich PO Box 652 Imperial, PA 15126 Tel: (412) 965-1390 Denise@ddswebdesign.com ddswebdesign.com</p> | <p>FAMILY CHIROPRACTIC CENTER (Chiropractor)</p> <p>Kevin S. Hartung D.C. 5168 Campbells Run Rd Pittsburgh PA 15205 Tel: (412) 787-3320 kevinhartung01@gmail.com</p> |
| <p>FIRST COMMONWEALTH BANK (Business Banking)</p> <p>John McLay McCandless Office 11 Pine Creek Road Wexford, PA 15090 Tel: (412)-358-3536 Fax: (412)-364-6082 JMclay@fcbanking.com www.fcbanking.com</p> | <p>GOOD ADVERTISING (Advertising Specialties)</p> <p>Eddie & Sandy Grimes 1167 School St Pittsburgh, PA 15205 Office (412) 921-1325 Cell (412) 576-7513 goodadv@comcast.net www.good-advertising.com grimes.s@comcast.net</p> | <p>INSURANCE CONSULTANTS OF PGH (Insurance)</p> <p>Bernard Slutiak 300 Mt. Lebanon Blvd Suite 205A Pittsburgh, PA 15234 Tel: (412) 344-2800 Fax : (412) 344-2805 Cell: (412) 498-7990 bslutiak@icpitt.com</p> |
| <p>KELLER WILLIAMS (Real Estate)</p> <p>Michele Long 1000 Cliff Mine Road Ste. 101 Pittsburgh, PA 15275 Tel: 412-788-0888 ext. 304 Cell: 412-735-0753 michelelong@kw.com www.besthomesinpittsburgh.com</p> | <p>KERNICK TIRE CENTER & AUTO REPAIR (Automobile Service)</p> <p>Dick Kernick 4470 Steubenville Pike Robinson Township, PA15205 Tel: 412-922-6181 kernicktire@verizon.net</p> | <p>LEASING MANAGEMENT ASSOCIATES, INC. (Equipment Leasing)</p> <p>Dennis W. Glinski 20 East Main ST. Carnegie, PA 15106 Tel: 412-279-9000 Fax: 412-279-9050 dennymfi@verizon.net</p> |

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| <p>MAYFLOWER (Moving Company)</p> <p>Terry Stewart PO Box 1878 Cranberry Township, PA 16066 Tel: 724-553-3989 Fax: 724-553-3967 Terry_Stewart@fifemove.com</p> | <p>ONE SOURCE BUSINESS CONNECTIONS (Payroll Services)</p> <p>Keith Certo 9 W. Beau St. Washington , PA 15301 Tel: (412) 520-5280</p> <p>keithcerto@onesourcebc.com</p> | <p>SANI-PRODUCTS (Professional Pest Control)</p> <p>Robert Davies 842 East Ohio Street Pittsburgh, PA 15212 Tel: (412) 322-5900 Fax: (412) 322-5909 bugmugrs@aol.com</p> |
| <p>SPEEDPRO IMAGING (Large Format Printing)</p> <p>Scot Pennell 200 Bursca Drive, Suite 202 Bridgeville, PA 15017 Tel: (412) 220-9100 Fax: (412) 220-9105 spennell@speedpro.com www.speedproghsouth.com</p> | <p>WOODBURY FINANCIAL SERVICES, INC. (Financial Planning)</p> <p>Jim Stossel 6000 Babcock Blvd. Suite 1009-B Pittsburgh, PA 15237 Tel: (412) 364-6446 x 302 Fax: (412) 369-2772 Cell: (412) 519-2395 jstossel@woodburyfinancial.net www.secretsofsocialsecurity.org</p> | <p>COMCAST BUSINESS (Business phone/internet)</p> <p>Samuel Mickler Account Executive 15 Summit park Drive Pittsburgh, PA 15275 Tel: (412) 295 5444 Samuel_mickler@cable.comcast.com</p> |
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This month's guests were:

Tim Pierce of Pierce Media

| <u>LEADS GIVEN & RECEIVED:</u> | 2014 Total | | 2015 Total | | January 2016 | |
|---|------------|----------|------------|----------|--------------|----------|
| | Given | Received | Given | Received | Given | Received |
| Accountant—Susan Ansell | 16 | 7 | 9 | 2 | | 1 |
| Advertising Materials – Ed Grimes | 4 | 14 | 1 | 20 | | |
| Automobile Sales – Brad Amper | | | 2 | 2 | | 3 |
| Automobile Service – Dick Kernick | | | 2 | 2 | | |
| Banking—John McLay | 7 | 3 | 12 | 12 | 2 | 1 |
| Bug Mugger - Bob Davies | 7 | 9 | 4 | 10 | 2 | |
| Chiropractor – Kevin Hartung | 3 | | 10 | 7 | 1 | 2 |
| Computer - Brian Thomas | 3 | 3 | 8 | 3 | | |
| Equipment Leasing – Dennis Glinski | | | 22 | 3 | | |
| Financial Broker – Jim Stossel | 9 | 2 | 9 | 4 | | 1 |
| | 21 | | 14 | 3 | | |
| Insurance – Bernie Slutiak | 8 | 14 | 5 | 8 | | 1 |
| | | | | 2 | | |
| Payroll – Keith Certo | | | 5 | 1 | 1 | |
| Printing-Large Format—Scot Pennell | 1 | 10 | | 16 | | |
| Real Estate – Michele Long | | | 5 | 6 | | |
| Relocation Services – Terry Stewart | | | 6 | 5 | | |
| Television Advertising – Lori Melchiorre | | | 1 | 1 | | 1 |
| Web Design – Denise Sinkavich | | | 10 | 5 | 3 | |
| Business Phone/Internet – Samuel Mickler | | | | | 1 | 1 |
| Visitors/Past Members | 31 | 49 | 12 | 25 | 1 | |
| Total Leads | 123 | 123 | 156 | 156 | 11 | 11 |

Target Tipper with 3 leads is Dennis Glinski. A good lead for Dennis is anyone looking to purchase equipment and use his money.

GPBC is looking for new members: hair stylist, heating and cooling, handyman, florist, spa, commercial realtor and many more.