



Last November on the morning of the Power and Partner Breakfast I was up early as usual. I went to the kitchen and my husband asked if I was going to have a cup of coffee. I promptly said no, I have to leave to beat the garbage truck. For those of you that are now worried for me about me for starting a speech about a garbage truck, please stick with me. ... I promise there is a message here.



This garbage truck was responsible for causing great anxiety for me. On my second Power in Partner breakfast of last year, I left the house at the wrong time. I got behind the garbage truck. We live in West Paducah, so I travel on Hwy 62, Blandville Rd. For those not from here it is a two-lane road with limited areas to pass. I had to follow the garbage truck almost all the way into town. It was horrible!!!! I really thought I was going to be late for the

start of the breakfast and really cause problems for everyone. By the time I got to my Chamber team I was so nervous and really keyed up.

So, the timing of leaving the house was crucial. A difference of 10 seconds can have drastic implications. So tonight, my message to you is not the garbage truck!!!! My message tonight is about timing, the team and how all of this relates to the Paducah Chamber.

I believe in business timing is everything. I believe this because I have lived it. I was one of 9 founders who started NOVA Information System and took it public on the New York Stock Exchange. Nova is now known as Elavon. The key to this success was timing. It was when we did it. Everything was right: the cost of a portfolio, inflation, the players in the market were limited, the need for innovation was critical. I had a friend try to execute the same business plan years later and it did not work.

Our initial investor was a telecom company called World Com but our capital investors were Warburg Pincus, a private equity group in New York City. Warburg told us that the reason they were doing the deal with us was our team...our people. We did not have customers, I can't remember if we had our computer yet but we did not have any revenue. **But we had a team positioned at the right time.**



That is my second belief on what makes for a success, the right team of people. We had a team and our **foundation** in working together was built on Trust, Vision, respect, need. TVRN.

Early on one of our prospecting adventures Steve Hughes and I flew to the West coast to tell our story. Steve developed our network...the innovation and speed. Steve is a genius. We had the meeting and I explained the benefits of the network design, I was the interrupter. Steve, the designer. **We needed each other.**

Steve could probably have done what I did but I am sure I could not have done what Steve did. Design the network. **The elements that synced us together were: we trusted each other, we shared the same vision, we respected each other, and we needed each other in that meeting. TVRN.** The two elements for success: timing and team in that order.

Over the next few minutes I am going to show that timing and a team created a great 2017 year for the Chamber. I will share a few highlights, a few Thank you's and close with a Challenge.

Boy has it been a great time for the Chamber in 2017.

What a great year!!! I could cover a whole list of positive achievements from the year. The list is very long but I will mention four.

1. Paducah Young Professionals. There are 240 members. Started in 2016. They are talented, educated and a driven group of leaders. They held the Young Professional Summit in Paducah. 5 states attended and our attendance numbers out preformed Louisville.
2. Our Chamber has over a1000 members. This number demonstrates excellence and commitment to our business community. For a community our size this is an over achievement.
3. Advocacy efforts. Our 2017 trip to Frankfort had a regional focus. Murray and Owensboro were with us. Our voice was heard.

In Washington, we met with:

- US Secretary of Energy, Rick Perry
- U.S. Secretary of Transportation ,Elaine Chao
- Senate Majority Leader Mitch McConnell attended our reception.

A Very successful trip.

4. We won Chamber of the year. We beat a west coast and east coast chamber.

What an exciting time to be on a great team.

Some of you that were here at last year dinner, might remember my comments on taking Paducah from the not so obvious to the obvious. This certainly happened, as you can see from the achievements. This was the result of a team of people. The board, the committee heads, we have chamber members who have gotten us big city recognition, Mary Hammond and her group have told our story so well to so many. We had a team making Paducah more obvious.



So with this great year I have to take some time to extend my gratitude. I have to say thank you to the Chamber board and their consistent efforts to support our business community. I do not have time to mention all the volunteers that support the Chamber and committees. There are too many but thank you.

You play a major role in all these achievements. These folks hold multiple meeting each month and devote valuable time to the Chamber. I want to mention the leaders of the Chamber committees.

Jim Dudley with Keeforce. Jim chairs the Membership and Marketing Committee. Our membership is over 1000. Jim has had a huge impact on this number.

Cory Hicks, Business Manager at Four Rivers Nuclear Partnership. Cory chairs the business advocacy committee. He has been a great additional to our community, chamber and the DOE transition.

Sonny Smith with McMurray and Livingston chairs our BEP committee. This is the Business and Education group. He has really developed this group and held some instrumental meeting.

Mike Karnes with Williams William and Lentz CPA firm. Mike chairs our Finance committee. Mike jumped in, mid year, when we had an unexpected change in our board. Mike saved the day and we never missed a beat.

Thank you to Sandra and her team- Jill, Cindy, Fran and Kelly. for pushing for excellence and high standards every day. Every day, every meeting, every conference call, every event.

Thank you to folks that sent me text messages, face book messages, notes and email to give your support to me and the team. It meant so much.

I must thank Payment Plus Inc, my company, for keeping our company going and growing. Thank you to my great God who receives the credit and the Glory for my blessing, challenges and opportunities.

With all that has been accomplished this year the Chamber is in a very strong position for 2018. This is a great thing but it does present a challenge. I know that most of the people in the room watch the NCAA tourney. What makes it so fun, is there is always an underdog team that comes from nowhere to beat a higher seed team if not a #1 seed. The underdog has nothing to lose they can go for it. When you are on the top there is more pressure and you have more to lose.

The Paducah Chamber is on top not an underdog. But because of the leadership put in place with Leon Owen as Chair , a robust board and the Chamber staff. The Chamber is positioned well for this time. I believe that **for** the Chamber, Paducah and Kentucky, **this is the right time.**

I believe the Chamber can be the catalyst to ensure the Chamber will be better but also the community to win. In my opinion that means grow



Here are some word comparisons that I would like you to think about. Just think, use your mind and imagination. This is the audience participation portion. They are up on the screen. There are two columns. One with frumpy words, One with fresh words. The Frumpy words are.....

The Fresh words are.....

Frumpy	Fresh
Can't happen	Possibilities
unproductive	Creative
Local	Regional
Individual goals	Unified goals
Status quo	Do something different
just talk	Results

This list of fresh words..... conjures up ideas, visions and believes that is different than the frumpy list. Let's use the fresh words this year.

My challenge to each of you is to do something to help our Chamber and our community win. Take action. It is the right time. It is all about the right team and we have great people. **The magic ingredients that sync the execution together are Trust, Vision Respect and Need :TVRN.** I challenge you to use these elements.



10 seconds can make all the difference, get out in front of the garbage trucks.

I hope this theme of time, team will help our Chamber and community but I also hope it will help you with your business, the department you manage or your personal growth. There are bookmarks on the table. We are beyond fortunate to have such a solid and strong Chamber

As always, I will continue to pray for our Chamber, our people and our community. Thank you so much for this privilege to serve.