



Chamber
CHAMPIONS

SUCCESS TRAINING FOR FUTURE BUSINESS LEADERS

Hosted by the Americus-Sumter County Chamber of Commerce

CHAMBER CHAMPIONS

The initiative is focused on private sector support, growth and jobs.

It assists with preparing students for the private sector by providing educational and hands-on experience to expose students to these realms.

Chamber Champions

- ▣ Targeted to 20 students from both public and private schools
- ▣ The program will meet once a month from 9 a.m. – 2 p.m.
- ▣ Students begin in the second semester of their sophomore year
- ▣ Program wraps up in the first semester of their junior year
- ▣ Summer months used to earn community hours required for graduation.

Chamber Champions

The initiative is overseen by the Chamber's Education Committee, a group of active and retired educators and community leaders that have worked on the development of the curriculum to support the modules, as well as, the criteria for applicants.

The committee has worked in partnership with the administration and counselors of both Americus-Sumter County High School and Southland Academy.

Chamber Champions

Each module includes educational content and hands-on experiences that allow the student to participate or act out an experience described within the module.

There are six modules. Four modules will be covered in one day, while two modules will span two days (covered in two consecutive months).

MODULES

1. Time and Stress Management and Robert's Rules of Order (one day)
2. Self-Presentation and Customer Service Training (one day)
3. Personal and Business Finance (one day)
4. Higher Education Exposure (one day)
5. How to Start a Business (two days)
6. Marketing a Business and a Product (two days)

TIME & STRESS MANAGEMENT AND ROBERT'S RULES OF ORDER

- ❖ The methods one uses to deal with stress impacts how one thinks time should be managed.
- ❖ Pick a job; how does one manage time with work hours, with examples of an 8-5 job, night shift, etc.
- ❖ If you are a business person, on a board, in a club, etc. you need to know how to run a meeting; the right and wrong ways.
- ❖ Incorporate mock meetings; different room set-ups; students will role play.

SELF-PRESENTATION AND CUSTOMER SERVICE TRAINING

- ❖ How you present yourself to others in the job market
- ❖ Build a resume, discussion on activities one must take to have resume material
- ❖ How to dress; be presentable
- ❖ Appropriate ring tones, emails, Facebook pages, Twitter accounts – all avenues where people can see you
- ❖ How to greet people, talk to people and respond to needs
- ❖ An individual must be able to present themselves in order to serve others and be respected

PERSONAL AND BUSINESS FINANCE

- ❖ Understanding personal finance, checking accounts and credit cards; learning how to open bank account and balance check register.
- ❖ Business finance: the difference between a personal check book and business financials. Exposure to a balance sheet, profit & loss statements, etc.
- ❖ Pick a job with an assigned salary; how do you pay the bills?
- ❖ How does a business pay bills?
- ❖ Role play game with random occupations – similar to the game of LIFE

HIGHER EDUCATION EXPOSURE

- ❖ Zero in on how institutes of higher education are beneficial to the economic development of the community
- ❖ Focus on how post-secondary education and training prepare the community's workforce, address literacy issues, and work with local businesses, as well as, the chamber and development authority
- ❖ This not a to be confused with a recruitment day or direct encouragement for a student to attend local colleges

HOW TO START A BUSINESS

- ❖ Review steps of starting a business
- ❖ Focus on initial thoughts of what all should be considered
- ❖ Develop a basic business plan; may be a group activity with teams doing various parts
- ❖ Role play: applying for a business license, applying for credit or small business loan

MARKET A BUSINESS AND A PRODUCT

- ❖ Marketing 101: How do you market a business or a product? What does it mean to market?
- ❖ Visit local business(es): How do they market? Touch on importing and exporting.
- ❖ Tourism: This community markets itself and the tourist sites; use examples
- ❖ Field trip to local business(es)

COMMUNITY PARTNERSHIPS

This initiative would not exist were it not for the passion and commitment of the Chamber's Education Committee.

Thanks also to the Kiwanis Club, as well as, our local leaders, business men and women, and our community partners who have agreed to volunteer their time, knowledge and resources to help these participants gain a better knowledge of how the private sector leads a community.

VOLUNTEER OPPORTUNITY

If you are interested in assisting the Chamber with any of the listed modules, please contact:

Angela Westra

Office: 229-924-2646

Cell: 229-815-6278

awestra@americus-sumterchamber.com