



2012 Board of Directors

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312-444-9648

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Chislof Chiropractic Center
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847-835-2400

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847-541-2811x3434



June 27, 2012 - Membership Meeting Notice



This year we are sprinkling new members amongst our seasoned members. Our first combined presentation will begin with these three presenters.

E.R.I.S.A— Richard Perlin

E.R.I.S.A. is a third party administration for qualified retirement plans. Richard Perlin will speak about different qualified retirement plan designs that maximize tax savings for owners. Richard will also discuss how to analyze the expenses of your 401(k) program and strategies for reducing them.

Jameson's Charhouse—Frank Bolos

We lift your dining experience to a whole new level, a level of harmony which not only shows in our atmosphere, but in our philosophy to bring you an experience that is simply unparalleled in the restaurant industry.

MK Asset Management—Jared Margolis

Third party property management company that services residential community property associations including Condominium, Homeowner and Townhome Associations and commercial properties including industrial, retail and small office properties.

Remember before you invite a guest pre-qualify them by calling the
V.P. Membership—Dean George at 847-310-0455



Meeting Time & Location

June 27, 2012

6:00 pm — Networking

7:00 pm—Membership Dinner & Speakers

Jameson's Charhouse

9525 Golf Rd, Skokie, IL

847.673.9700

To participate in a program
 contact the V.P. of Programs,
 Don Johanson 847-577-6900

2012 General Meeting Calendar

June 27	E.R.I.S.A— MK Asset Mgmt—Jameson’s Restaurant	Jameson’s Charhouse
July 25	Golf Outing & Presentation by: Travel by Marcy & New Member: Patty Petersen, CRC	Glencoe CC
August 22	Passport Software—Chislof Chiropractic	McCormick & Schmick
Sept 19	Special Event—	TBD
October 24	Home Healthcare—Paxem	Happ Inn
November 14	Davis Friedman—Heynssens + Grassman, and Raynor Door	TBD
December 12	Holiday Dinner/Installation	TBD

Niles Chamber Names Chislof Wellness and Chiropractic Center “Business of the Month”

847-588-0800 e-mail: bigboy0400@sbcglobal.net

**The Niles Chamber is pleased to announce the June 2012
 Business of the Month is
 Chislof Wellness and Chiropractic Center.**



Niles Chamber June Business of the Month.

Dr. Ira Chislof began his chiropractic career after studying pre-med at Loyola University. He began working in the cardiac catheterization lab at Children’s Memorial Hospital but soon realized that, while helping people was the most important driving force it was not in his nature to always deliver bad news to his patients and their families. He soon discovered an alternative way to help people and attended National Health University in Lombard

where he received his Doctor of Chiropractics.

Dr. Chislof and his staff feel it is very important to be an active part of the community and go the extra mile to help those in need, especially in these trying times. Throughout the years, the office has held food drives for the Niles Township Food Pantry, a clothing and donation benefit for WINGS (Women in Need Growing Stronger), and patient appreciation events that again benefit the local food pantries. The doctor would like everyone to know that his staff plays an integral part in connecting with the community. From the ladies at the front desk, Faith Chislof (front desk and insurance) and Gwyn Hand (front desk), to their experienced massage therapists: Nicki Centracchio (18 years of service) and Elizabeth Kraus, the entire office is not only there to assist patients to live the best and healthiest life possible but also reaches out to the community on a regular basis.

Dr. Chislof is on the Board of Directors for the Executive Guild, Ltd. a business networking guild that reaches out to the community through food pantry drives. He is a member of the Foundation for Wellness Professionals, which is a non-profit group that puts on wellness seminars and workshops throughout the local area.

One thing to know about Chislof Wellness and Chiropractic Center is they love what they do and want every patient to have the best possible experience because every patient matters!

EGL Welcomes New Member



Metro Protection installs a wide variety of Commercial and Residential security systems, each one custom designed to maximize your protection, reduce losses and improve your bottom line.

Metro Protection LLC is located at 931 W. 75th St in Naperville, IL. You can reach Wayne Beutin at 630-779-7905.

Please give them a call and welcome them to the Executives Guild, Ltd.

New Membership Applications For Your Review

SVET Russian Media Group

900 Skokie Blvd.

Northbrook, IL 60062

Category:

Principal: Alex and Emily Etman

Sponsor: Dick Hochschild, American Weathermakers

Category Description: Midwest’s first and oldest publishing/ advertising company serving the Russian and other Russian-speaking communities. Projected income in 2012 is \$1.3, 20 years in business with 3 W-2 Employees and 14 1099 Workers.

This applicant meet the criteria of the organizations 5-5-5 policy.

If you have any comments or concerns about the applicant, please contact our V.P. Membership, Dean George—847-310-0455.



10 Tips to “Age in Place” by Leslie Markman-Stern

More and more people are thinking about designing their home “to age in place” so that their house will accommodate changes that may occur over time. The following tips can help you live longer independently and safely at home:

- Handrail rails in stairways for better balance with level changes.
- Use laminated or washable fabrics for easy care with seating.
- Grab bars installed in showers and bath areas to allow for safe egress from wet to dry areas.
- Roll-out drawers for kitchen and bathroom cabinets for easy access to storage.
- Install lever controls for faucets and hardware instead of knobs for better gripping
- Utilize seating with arms for better support in getting in and out of chairs and sofas.
- Install textured or honed flooring in bathroom for better traction.
- Use comfort ease flooring such as bamboo, vinyl or wood to put less strain on your spine.
- Install a seat in a shower for greater comfort and stability.
- Utilize window blinds to avoid glare from the sun.

Leslie Markman-Stern, ASID

Leslie M. Stern Design, LTD

www.LeslieMSternDesign.com

773-248-2049





Sandler Training
Finding Power In Reinforcement™

“Be Prepared, but Don’t Go Overboard”

Preparing for a sales meeting is important. You want to be ready, organized, and thorough. You want to ask the correct questions. You want to make specific points, illustrate certain concepts, and uncover particular information. So, you plan your call. You rehearse the questions you plan to ask. And, you rehearse your answers to the questions the prospect is likely to ask.

You rehearse, and then you rehearse some more. You think, “I’ll ask this and she’ll say that. Then, she’ll ask this, and I’ll say that. But, she might ask that instead. Then, I should say this.” You run the scenarios over and over in your mind preparing for every possible event. Eventually, you’re prepared.

But, are you?

You have your *script* indelibly etched on your brain. Of course you’re ready. But, there’s a snag: the prospect has her script as well. And, the likelihood that you and she will be reading from the same script is small.

Preparing for a sales call should be like preparing a first draft of a story. Get your ideas on paper. Identify key elements. And, get a sense of direction and flow. A first draft, however, doesn’t have to be perfect—detailing every conceivable plot twist and turn. And neither should your preparation. Focus on and prepare for what you want to accomplish. Spend little time on the eventualities: most of them will never occur.

John Martin and Jody Williamson
Sandler Training

Northbrook and Chicago

Visit Sandler Training’s Website:

<http://www.jw.sandler.com>

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POLAND UNITED KINGDOM UNITED STATES VIETNAM



by
Bill Rodriguez

Seal-Tight Protective Services is a premier security firm offering a wide range of prevention and protective services to clients large and small. Our mission is to stand ready to protect you and your property with officers that are qualified, trained and experienced. Our president, Bill Rodriguez, is an expert in security management and operations. He is a retired police officer from the City of Chicago Police Department, and he served as the Director of Security for the City of Chicago’s Department of Aviation, covering O’Hare International, Midway and Meig’s Field airports.

Over the years, Seal-Tight Protective Services has helped customers significantly reduce exposure in employee theft, property damage and property theft. Our proactive approach to security is based on our service capability which include:

- Uniformed Security Guards
- Security Vehicle Patrol
- Security Consulting
- Investigations
- Interviews and Interrogations
- Pre-employment Background Investigations

The following are typical security guard services we are currently performing and who our typical customers are:

- New Commercial Construction Sites
- Banks
- Hotels
- Factories and Offices
- Condo’s & Apartment Complexes
- Shopping Centers
- Parking Garages
- Roving Patrols
- Event Security

We are recently landed event security to handle the prestigious Ryder Cup Golf Tournament at Medinah Country Club on 9/25 - 9/30/2012.

Seal-tight Protection Services is fully licensed by the State of Illinois Department of Professional Regulations as a Security Agency and Security Contractor. Also our guards receive State issued permanent employee registration cards. A minority-owned firm, Seal-Tight Protective Services is certified as a minority business enterprise (MBE) by the Chicago Minority Supplier Development Council and as a disadvantaged business enterprise (DBE) by the City of Chicago.



EXCUSEMAN™ Tackles Human Resources to Create Positive, Successful Work Environments

Injury Board member [Jordan Margolis](#)' superhero tendencies run deep.

By day, the Chicago personal injury attorney pursues justice by fighting danger, accidents and crime.

But when he steps out of his (attorney) suit and into his alter ego, Margolis is [EXCUSEMAN™](#), a fictional character who battles empty excuses and lame apologies to bring accountability to the world.

Donning a cape and colorful costume, his goal is to use a mixture of humor, creativity, acting, writing and musical theater to offer redemption for those "celebrities, politicians, corporate miscreants or regular screw ups who mess up but won't fess up."

With 33 years of trial experience, [Margolis](#) — as EXCUSEMAN™ — is taking a new show on the road in hopes of fostering healthier and safer workplace environs.

Just as he helps victims and their families tackle legal issues, Margolis is catering to human resources, university and business groups to help large and small companies stay afloat and thrive during tough economic times. He aims to achieve this by delivering to them smiles and tools to fashion positive, safe work environments.

To Margolis, workplace safety entails ensuring both the physical safety of employees as well as their mental and emotional safety. Margolis believes that the vitality of a work environment can make a huge difference.

As a business owner himself, Margolis has seen a direct correlation between creating a thriving, peaceful and fun work environment and workplace growth and productivity. Positive benefits abound when employees feel safe, appreciated and respected, Margolis says.

In particular, Margolis' program stresses the importance of Objective Performance Criteria to prevent employees from making excuses for poor management, by building a positive work environment that ensures employees appreciate their contributions in the success of the company.

He teaches unique workplace communications methods that not only increase productivity, but are effective in creating a great work environment.

EXCUSEMAN™ will cover such topics as:

- Where does human nature end and human resources begin?
- What made the workplace from 1887 to 1937 so different from today?
- You're a human resources manager in real life, but could you play one on TV?
- Why do the best workers make the worst bosses?
- Are labor laws stopping your company from competing in the world market?

When are "hot" topics in employment safe to discuss?

"When people are happy, laughing and feeling good, they generally work in teams better, are twice as productive and efficient, happy to go to work and thankful to have a job, rather than complaining with a negative attitude — which ultimately only brings down morale for the entire workforce and affects productivity in the long run," Margolis says. "And we all know this can affect the bottom line, and it hurts everyone in the big picture, further creating more job loss," he says.

EXCUSEMAN™ is bringing his presentation to a Human Resources Management Professional Development Lunch & Learn Program speaking engagement at DePaul University on October 17, 2012 in Chicago and for the Professionals In Human Resources Association in Santa Clarita, California, February 14, 2013.

Details of all of EXCUSEMAN'S™ upcoming appearances will be posted at www.excuseman.com.

Who is that masked man?



“Moisture Management”

By: David Iglow



Naw! Never happens to me!

Book to Read submitted by: John Miller

Moisture management is a popular catch phrase in the apparel industry these days. Specifically, knit shirts appear to be the primary focus for this current clothing phenomenon. You have probably heard expressions like **dry mesh**, **dry point**, or **dry fit**. Essentially, these are all synonyms for the identical item—an article of clothing—usually a knit shirt or jacket—empowered with the ability to “magically” remove moisture from our bodies. This results in newfound comfort, particularly during the many hot, humid days ahead this summer.

Surprisingly, most moisture wicking (removing) fabrics contain little or no cotton; instead, relying on textile technology to enhance materials such as polyester for example, with properties that render perspiration a distant memory. Research has led to the development of ecologically friendly polyester fabric that is recyclable, which is clearly announced on the merchandise tags attached to these garments. Most of these fabrics also boast desirable attributes including anti-bacterial and anti-microbial properties, thereby creating additional intrinsic value for these items.

Pine’s of Park Ridge has enjoyed considerable success with the **moisture wicking** concept, with outstanding versions of this product produced by noteworthy manufacturers. **Blue Sign approved fabric** by Edwards is a two toned hard collared knit shirt incorporating raglan sleeves, offered in eight colors, both in men’s and women’s styles, and is produced in jackets as well. A solid colored polo shirt is available in fifteen shades, in men’s and women’s models. Another company called Hartwell, offers a variety of **moisture wicking** knits also. Both firms produce patterns and fancy solids, and as is consistent with Pine’s’ stock programs, are easily obtained in two to three business days, whatever the quantity required, should we be out of a size at Pine’s. We hope to see you this summer for a refreshing **moisture management** shirt or two. They may not improve your golf game, but you’ll certainly be cooler if not calmer.

I am sure that none of these moments has ever happened to you:

- Oh Sh!#, I forgot to call _____!
- Your birthday was when?
- I was supposed to do what? When?
- What milk and eggs?

Memory is not really a function that disintegrates with age. Well, OK, actually it is. But other factors also impact one’s ability to remember, factors that are also related to age. One’s health and vitality is key. Remember the old saying “A healthy mind in a healthy body.” That works both ways. If you are putting drugs, prescription or otherwise and junk food instead of fresh fruits and vegetables, your body could be dragging your mind down with it.

I recently read a book that provided a very good explanation for the decline of the health of Americans over the last six decades. (Just think diabetes, hypertension and heart disease, obesity, etc.) **The title of the book is “Wheat Belly” by William Davis, MD.** He is a cardiologist who has treated hundreds of celiac patients over the decades and has investigated the reason why they experience such dramatic health improvements after they eliminate wheat from their diets.

Find out why wheat works like a powerful drug in your brain and creates body-fat faster than raw sugar, as well as many other scientific explanations of the way your food impacts your health. I highly recommend this fascinating account of what has happened to one key component of our food supply and how it directly affects your body and your memory. And please, if you read it, please let me know if you think that we have been lied to by our government and the agriculture and food industries... if you remember...



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Elderwerks

Finding Senior Housing Has Never Been Easier

Please join us for food, fun and pick up your free
Elderwerks Senior Directories

Elderwerks Directory Distribution Parties

Monday, June 25th - 4:30 pm to 6:00 pm

The Garlands
1000 Garlands Lane
Barrington

Tuesday, June 26th - 4:00 pm to 6:30 pm

North Grove Manor
5520 Lincoln Avenue
Morton Grove

Wednesday, June 27th - 3:30 pm to 6:00 pm

Belmont Village of Oak Park
1035 Madison Street
Oak Park

Thursday, June 28th - 3:30 to 6:00 pm

Claremont of Hanover Park
2000 W. Lake Street
Hanover Park

To insure there are enough Directories and food please RSVP today!

RSVP 847-462-0885 or Lecia.Szuberla@Elderwerks.com

**Happy Birthday
from the
Executives Guild**

Birthday Wishes to...

July 5	Morry Dyner, Fischel & Kahn	mdyner@fischelkahn.com
July 5	Irv Jacobson, Allura Jewelers	service@allurajewelers.com
July 11	Bill Rodriguez, Sealtight Protective Svs	brodriguez@stpsguards.com
July 14	Scott Weingart, S&S Bartlett, Inc.	ssglassco@aol.com
July 20	Howard Frimark, HPF Insurance	howard@frimarkkeller.com
July 23	Yehuda Cohen, Dream Town Realty	ycohen@dreamtown.com
July 30	Dave Iglow, Pine's Menswear, Inc.	pinsofparkridge@ameritech.net

Gemini—Your amazing energy helps you start off in a million different directions at once -- but you don't ever have to follow any one path all the way to the end. Just have fun and get serious tomorrow.

Action Items

EGL Open Category List

Ad Agency	Lighting Supplies/Servs
Appliance Repair	Luggage & Leather Goods
Appliance/Electronic Sales	Employment Agency
Phone Equip/Installation	Executive Recruiter
Residential Roofing	Moving & Storage Company
Cellular Phone Sales & Service	Optometrist
Health & Fitness Center	

If you have a suggestion for a category, please send an e-mail to the office to include in our 2012 Open Category List.

Meeting Attendance & Dress Code:

1. It is the obligation of every member that attendance at monthly general meetings should be as follows: "Members are required to attend ten (10) meetings in a calendar twelve (12) month period."
2. Business Casual is the dress code for our meetings.

Executives Guild, Ltd.

P.O. Box 1743, Des Plaines, IL 60017

Web: www.theexecutivesguild.com

Phone: 312-604-5018

Fax: 224-612-5707

E-mail: patkelps@globalgds.com



Reply Form

Fax to: 1-224-612-5707

(If you are considering bringing a guest, don't forget to contact the office or V.P. Membership—Dean George—847-310-0455, before extending your invitation.)

Prospect Name:

Prospect Company:

Phone Number:

eMail:

Category represented:

Food Choices: 1. New York Strip Steak 2. Chicken with Artichokes 3. Grilled Salmon

Don't forget to register for the 17th Annual Golf Outing.

17th Annual Golf Outing



Wednesday – July 25, 2012
Glencoe Country Club
621 Westley Road, Glencoe, IL 60022
847-835-0250



Please join us for the 17th Annual Golf Outing. Many of you have participated in our outing over the years but many of you are new to EGL so we hope to see everyone and our new members at this year's event. Please complete the form below and mail it along with your check made payable to **Executives Guild**. Mail this form and check to the address below to arrive by **July 18th**.

The fee for the Golf Outing is \$90.00/person. This includes: 18 holes of golf, motor cart, practice balls and lunch.

(Please use separate forms if more than one person is playing from your company or if you are bringing guests/prospects. A prospect's golf fee is not covered by EGL, only their dinner.)

*Remember this golf outing is held on the same day as **our regular monthly meeting which always begins at 6:00 p.m.** at which time the golfers will join the non-golfers for networking and dinner.*

Tee time is a 12:45 pm. It is suggested that you arrive at 11:45pm so that we can start on time and still have time for lunch.

We will be playing a scramble game – it is team competition



Name: _____
Company: _____
Phone: _____ E-Mail: _____
Average Score or Handicap: _____
Team me with: _____



If you would like to donate a prize or an item for a goodie bag, contact Ken Dermer, Remred at 847-677-1999 to discuss your donation.

Glencoe Country Club
621 Westley Road, Glencoe, IL 60022
847-835-0250

From Lake Cook Road turn south on Green Bay Road – West on Westley Road.
Westley Rd is 0.1 miles past Northwood Drive.

Fax this form to 1-224-612-5707

Make your check payable to: Executive Guild, LTD

Mail Check to: EGL Admin, P.O. Box 1743, Des Plaines, IL 60017-1743

312-604-5018 ph