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## TURN UP THE VOLUME! BLOCtoberfest IV TO AGAIN ROCK THE EPICENTRE

BLOC is pleased to again host BLOCtoberfest at the EpiCentre in Center City on October 2nd, 2010. Our goal of \$10,000 is slated to benefit Kreitzer's Critter Corral and Thompson's Family Services.

The fourth annual BLOCtoberfest is in the planning stages and your help is needed to make this event another successful BLOC event.

BLOCtoberfest IV will have the drinks, music and fun you've come to expect from this signature event. Our event will be held at the EpiCentre in Center City (at The Pavilion on the open 3rd floor.) As we did last year, this event will be an adult-only evening concert format.

Tickets will be available soon for \$15 each or 4 tickets for \$50. Keep your ears and eyes open for more details. Also, start thinking about who you will invite - clients, friends, neighbors, family members - and take a moment to contact Courtney

Colosi, our fearless CIC Director, at 704.374.0001, to volunteer your help with the event in some way, shape or form.

This is OUR EVENT and we can work together to make a difference for the charities we are supporting. Volunteers are needed in many aspects of the planning process and sponsorships are available. Please contact Courtney Colosi for more details.



2009 WINNER:  
Best Outdoor Music Festival  
by the Charlotte Music Awards

*\* Skee-ball Tourney Fundraiser (BLOCtoberfest) on Thursday, August 19th - see page 4 for details \**

### CONGRATULATIONS TO THE BLOC YEAR-END AWARD RECIPIENTS:

- **HF Financial Services**, Sponsor of the Year – Recognizing member company that consistently sponsors BLOC CIC events at the highest monetary levels.
- **Pam Decker, SunTrust Bank**, BLOC Member of the Year – Recognizing the person who the BLOC Board believes had the greatest positive impact on the group in 2009-10.
- **Courtney Colosi, Sherpa**, BLOC Community Involvement Member of the Year (The Chris Herring Award) – Recognizing the person who went above and beyond all other efforts to assure the success of the following events: BLOCtoberfest, BLOC'n Bowl and BLOC Charity Golf Tournament
- **Courtney Colosi, Sherpa**, BLOC Spirit Award – As voted by the membership.
- **Nate Pulver, E-dreamz**, Historical Appreciation Award – Recognizing a BLOC member who has had a lasting impact on the group through past, current or continued service.
- **Deb Dillman, Sodoma Law**, BLOC-SouthPark Newcomer of the Year
- **Julie Tache, Tache Realty**, BLOC-SouthPark Member of the Year
- **Liana Methaney, Helen Adams Realty** and **Denise Cagan, DiCi Services**, BLOC-North Members of the Year
- **Rick Spruill, Allied Interior**, BLOC-Uptown Newcomer of the Year
- **Ryan Donaghy, HF Financial**, BLOC-Uptown Member of the Year
- **Shannon Parisi, Parisi Chiropractic**, BLOC-Ballantyne Newcomer of the Year (The Dan Jacob Award)
- **Steve Shober, Shober Employee Benefit Services**, BLOC-Ballantyne Member of the Year (The Phil Williams Award)

## “RANDOM THOUGHTS” FROM THE PRESIDENT

BY H. SCOTT DONAGHY

*Congratulations to ALL of the BLOC Year End Dinner Award Winners! We had extremely worthwhile recipients and recognizing all of them is the best thing about being president of such a great group.*

People will not remember what you said, but they will remember how you made them feel.

NEVER text a family member ‘Happy Birthday’ or the like. If it is someone you care about CALL THEM! (I learned the hard way.)

Every shopping center needs an ‘anchor store’. The city of Charlotte now has our anchor store in the form of the NASCAR Hall of Fame. Go and support this great new place.

If you have strong ethical relationships your business can survive any economy.

If you want to get leads, GIVE LEADS!

What is your favorite book or favorite movie? Next time you are thinking what to give a client or friend, give them one of those favorite items. They will never forget it.

The true measure of a person is how they treat others when they have nothing to gain from knowing them.

If you shop based on price do not expect to get leads from relationships.

PEOPLE ARE ATTRACTED TO LEADERS. Show your leadership in participating in BLOCtoberfest this fall. We need your help. It is OUR event. It’s success is your success!

Smile! (people will wonder what you know.)

MAKE IT a great day!



H. Scott Donaghy,  
BLOC president

## TOP 10 REASONS TO OUTSOURCE YOUR PAYROLL

BY TROY SACCO

Few business owners or managers will cite payroll management as one of their favorite tasks. But when, from a strictly financial perspective, does it make sense to outsource payroll operations? Here's a quick look at the top reasons that businesses turn to payroll-service providers.

**1. Cost** If your business has fewer than 50 employees, there's a very good chance that you can save money by outsourcing your payroll operations.

**2. Productivity** Outsourcing payroll allows you and your staff to work on your business and not in your business.

**3. Accuracy** A good payroll-services provider is far less likely to make a serious error than your in-house staff. Furthermore, if a big mistake is made, the most reputable providers are bonded and insured to cover errors, omissions or fraud.

**4. Reliability** If your in house system were to go down or the person doing your payroll were out sick, what is your back up plan?

**5. Speed** Since payroll-services providers are specialists with vast technical resources at their disposal, they can process even the most complex payrolls at lightning-fast speed.

**6. Insight** A good payroll-services provider will know all the ins and outs of payroll-related tax laws and regulatory mandates on the federal, state and local levels.

**7. Accountability** If paychecks are delayed or paperwork is mishandled, it's the payroll-services provider's responsibility to resolve the issues. Payroll service providers have the resources and personnel to keep you informed of laws that apply to your payroll situation.

**8. Flexibility** Your staff, when freed of routine payroll responsibilities, will be free to focus on other, more profitable work.

**9. Security** Most payroll services firms have technologies that can spot and alert clients to various types of payroll fraud, such as payment manipulation and “phantom workers.”

**10. Worry** There's a lot to be said for the peace of mind that outsourcing payroll services can bring to a business owner or manager. No headaches, no hassles: You're left to focus on running a profitable business.

*Payroll is highly personal part of your business, don't leave it to an impersonal money factory and be certain that you are using a provider that has the necessary horsepower. Contact BLOC member Troy Sacco for more information [troy.sacco@paychoice.com](mailto:troy.sacco@paychoice.com) or 704-728-1196.*

## GET<sup>2</sup>KNOW BLOC MEMBER: RYAN L. DONAGHY, ChFC

*BLOC-U Member since 2004*

*Favorite Color:* Sky Blue Sky

*Reading:* The Kite Runner

*Always Wanted To Be:*

Movie Soundtrack Designer

*Family:* Single and

accepting applications

*Education/Background:*

BSBA in Marketing from ECU

*Favorite Restaurant:*

Changes daily...anything local

*Hobbies:* Traveling, going to concerts, living room dance parties

*Favorite BLOC Moment:* My first lake party in 2004. Very memorable!

*Company:* I am a Financial Planner with HF Financial, a comprehensive financial planning firm specializing in helping individuals and businesses take control of their financial future.



RYAN DONAGHY

## ADD THESE DATES TO YOUR CALENDAR NOW!

|        |  |
|--------|--|
| Aug 10 | BLOC-South Park Luncheon               |
| Aug 11 | BLOC-Ballantyne Luncheon               |
| Aug 12 | BLOC-Uptown Luncheon                   |
| Aug 13 | BLOC-North Luncheon                    |
| Aug 19 | Pre-BLOctoberfest Skee-ball Fundraiser |
| Aug 25 | After Hours Event                      |
| Sep 8  | BLOC-Ballantyne Luncheon               |
| Sep 9  | BLOC-Uptown Luncheon                   |
| Sep 10 | BLOC-North Luncheon                    |
| Sep 14 | BLOC-South Park Luncheon               |
| Sep 21 | Tuesday Topics Event                   |
| Sep 29 | After Hours Event                      |
| Oct 2  | BLOctoberfest Event                    |
| Oct 12 | BLOC-South Park Luncheon               |
| Oct 13 | BLOC-Ballantyne Luncheon               |
| Oct 14 | BLOC-Uptown Luncheon                   |
| Oct 15 | BLOC-North Luncheon                    |
| Sep 21 | Tuesday Topics Event                   |
| Dec 11 | BLOC Holiday Gala                      |

*More event details at [BusinessLeadersOfCharlotte.com](http://BusinessLeadersOfCharlotte.com)*

## ASK THE EXPERT - Q&A: DENISE CAGAN, DICI SERVICES RESIDENTIAL & COMMERCIAL CLEANING

### *Question:*

What are your five favorite tips for cleaning?

### *Answer:*

- Use a bleach gel pens to clean grout lines – it eliminates fumes and mess of sprays plus you can target the specific area very easily
- Remove rust stains on glass by making a paste of borax and lemon juice, apply to the stained area and let dry, then rise off
- Get dust out of ornate frames and off lamp shades by using a wide paint brush
- Use vinegar for a variety of things: streaky glass and mirrors, wood floors, old tile/linoleum floors, and to cut soap scum out of your tub. But don't use on natural stones because it could damage it.
- Tired of fur covered furniture? Use a rubber glove to remove it – the kind with raised or textured grip works best. This allows you to get into nooks and crannies and is much less expensive than sticky rollers.



## BLOC & BOOTY - 24 HOURS OF IT!

On July 30, 2010, a team of your fellow BLOCers hit the pavement (on their bikes) for 24 hours of riding and fun to raise money for LiveStrong.

Our team, comprised of BLOCers Ryan Donaghy, Justin Lowenberger, John Risinger, Liana Matheney, Mark Munson, Wendy Shanahan, Daniel Cooper, Myra McNeely, Kyle Donaghy, Bryan Katzenmaire and Scott Donaghy, raised over \$8000! That is a pretty impressive number considering there were only 14 people on the team.

Thank you to all of those who came out to cheer on, or celebrate with, Team BLOC. If you came out, your support was very much appreciated.

Special thanks and recognition to team Captain Bryan Katzenmaier. He did a terrific job of leading the team in our first of what we hope will be many future rides.

For more details on the event go to:  
<http://www.24hoursofbooty.org/site/PageServer>



## MEMBER AWARDS & RECOGNITION AROUND THE BLOC, MAY - JULY 2010

**BLOC-Uptown** member Ben Helbein of the Benjamin Helbein Agency (an Allstate Insurance partner), located in historic heart of Dilworth celebrated their 2 year anniversary on July 1st. They are an insurance agency that continues to focus on growth and putting customers first. It is with that direction and focus as to how we maintain our Premiere Service Agency designation. Ben would like to thank all BLOC members for their continued support to help he and the agency meet and exceed their goals.

PayChoice is offering a new client special for those who begin processing payroll by September 30, 2010 with PayChoice. Receive the first month free and free W2s. Contact Troy Sacco, 704.815.4205, for more details.

Great News! AFLAC is hiring! BLOC-North member Adrian Stout would like to pass along that even in this “interesting” economy, AFLAC is growing and we need good people. The best thing is they are not looking for only people with sales backgrounds. Some of best people have been teachers, accountants, nurses, lawyers, etc. This is a great opportunity to work for a Fortune 500 company that is in “growth mode”. Just have the person email Adrian your resume and he will do the rest! [adrian\\_stout@us.aflac.com](mailto:adrian_stout@us.aflac.com)

Dr. Glenn Jaffe of Jaffe Chiropractic Clinic is pleased to announce the unveiling of the practice's new web site. Come by and check it out at [www.jaffechiropractic.com](http://www.jaffechiropractic.com). Be sure to try out the 3-D Patient Education

page – a state-of-the-art information source on the human body.

Craig Dunn, Jennie Rowlands, and Ted Peterson, all from Carolina Office Solutions, want to share that they are moving to a nicer, larger, climate controlled warehouse on Westinghouse Blvd this Summer. Managing Partner, Craig Dunn is a member of BLOC-Uptown, managing partner Ted Peterson is a member of BLOC-Ballantyne and sales & marketing associate, Jennifer Rowlands Beegle is a member of BLOC-North. After 10 years of business the company is excited about moving to yet another larger space that will allow them to better accommodate their clients. For more information go to [www.carolinaofficesolutions.com](http://www.carolinaofficesolutions.com)

BLOC-Southpark member Nicole Sodoma from Sodoma Law, P.C., relocated their offices to 211 East Boulevard, Charlotte, North Carolina. Although this location is known to many as the historic Walter Brem House, located near the intersection of East and South Boulevards, it will be a new home to Sodoma Law and its entire family. The firm is excited about bringing the practice to this truly amazing Charlotte landmark. Sodoma Law practices primarily family law, to include issues of separation, divorce, child custody, alimony, property division and preparation of prenuptial and postnuptial agreements. For more information on our practice and our upcoming move, check out [www.sodomalaw.com](http://www.sodomalaw.com).

### BLOC is Teaming up with Charlotte SkeeBall League for a Pre-BLOctoberfest Fundraiser CLICK HERE TO REGISTER NOW!

Jackalope Jack's | 1936 East 7th Street | Charlotte, NC 28204  
August 19th @ 6pm (SkeeBall starts at 6:30pm)  
\$15/person - bracket style and includes all your games  
1st and 2nd place will receive gift certificates

We have 48 openings so sign up today and bring your friends! You can pay via PayPal and register by contacting Courtney Colosi [ccolosi@sherpallc.com](mailto:ccolosi@sherpallc.com).

If you sign up you will be held responsible for your \$15.  
Drink Specials  
\$2 Bud/Bud Lights | \$3 Shots

Guaranteed good time - Remember this is for a great cause so come out and have fun and SKEE!

\*Get your BLOctoberfest tickets at this event\*

Please submit your high-resolution photos, business-related articles and news releases for publication in the quarterly BLOC Newsletter to [Heathbir McElroy Speet@bmspeet@dezinz.com](mailto:Heathbir McElroy Speet@bmspeet@dezinz.com).

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