

**September 2015**

**Carbon County Chamber**

Letter from the Chamber

**Marlyn Kissner**, The Chamber

Executive VP, Affiliate Chambers & Councils

610-751-4932 • marlynk@lehighvalleychamber.org

“Be part of the solution” - I am so thankful to have learned this powerful statement during the early days of my professional career. I’m sure many of you may have heard this on occasion, but let’s take the time to dive in to this concept and use it to your benefit.

Every day, we are faced with challenges in work and life in general. When a problem or challenge as I like to call it arises at work, you have two choices. (1) Complain, worry and take the problem to your boss. (2) Assess the situation and begin to think of ways to solve the problem - be part of the solution! In the first scenario, you are taking the easy way out by taking the problem directly to your supervisor. In the second scenario, taking the time to think of a few solutions to present to your supervisor will prove you have a vested interest to see the problem solved.

- Assess the situation
- Be aware of everything at stake
- Gather all of the facts
- Think of a few potential solutions to the problem - even if you are unsure about your ideas
- Present the problem and your potential solutions to your supervisor

Challenging yourself to “be part of the solution” will help you become a forward thinker and strong leader.

The same concept applies to everyday life and family. Most of us are faced with challenges one time or another that surface regarding health issues, financial strains, aging parents and the growing pains of our amazing children. Again, take the time to “be part of the solution;” communicate, be respectful, be a good listener and formulate potential solutions.

Trust me, take the extra time, go above and beyond to help solve problems at work and at home. You’ll feel good about yourself.

I’d like to share a few inspirational “Golden Rules” that align with the practice of “being part of the solution” as written by one of my favorite authors - Dale Carnegie:

- Ask yourself “What is the worst that can possibly happen?”
- Ask questions instead of giving orders
- Use encouragement. Make the fault seem easy to correct

- Don't worry about the past
- Weigh all the facts, then come to a decision  
[www.dalecarnegie.com](http://www.dalecarnegie.com)

Every day, I feel our job at the Carbon Chamber and Economic Development Corporation is to support our businesses by being part of the solution. A few examples include: educating members on ways to improve sales, marketing and customer service by offering training and one-on-one meetings. Hosting grand openings, signature events and business to business mixers as a place for members to network and meet future clients. Offering low interest rate loans and counseling to local businesses. As staff, we are your coaches, fans and connectors. Please contact us ~ we are YOUR local organization ...here and ready to serve!