

Mission Statement: "Bringing Business and the Community Together"

**OFBPA Membership Kick-Off
"After the Holidays" Networking Social
January 16th, 2013**

4:30PM – 6:00PM



Re/Max Office= Perry Hall

9414 Belair Road (21236)

Directions from the South:

Take I-95 north of Baltimore to I-695 Baltimore Beltway. Exit from I-95 via left exit ramp to I-695 Baltimore Beltway heading west toward Towson. Proceed immediately to the right lane and take and take the first exit - Exit 32B - Belair Road north/east toward Bel Air. Continue on Belair Road for approximately 3.5 miles to the intersection of Pinedale Drive on the left. Take left onto Pinedale Drive and take immediate right into parking lot behind 9414 Belair Road.

SANDWICHES, SNACKS and DESSERTS served

Cost \$10 for all non- members. Pay at the door

FREE to all paid members/renewals (membership includes 1 free person per event)

Membership dues accepted onsite.

COLLECTION for ITEMS FOR THE EASTSIDE SHELTER

At each and every meeting/event hosted by the OFBPA in 2013!

What's inside?

- **Presidents Message**
- **Calendar of Meetings and Events**
- **Current Membership List**
- **Eastside Shelter Collection Item –See Immediate Need List**
- **Membership Form**
- **What's Happening/Upcoming Events**
- **Superior Tours trip to NE**

Help promote OFBPA with a brochure holder!

We are looking for business that can host our new OFBPA FYI trifold brochure!



President's Message:

GO RAVENS! One cannot help but be "purple" as Baltimore celebrates! What a great conversation whether you are standing at the deli, getting gas or shopping. If you ever needed a "conversation starter" the Ravens and Ray Lewis have given you a great one! Even if you are not a sports fan, you can't help but be for the next couple of weeks! They set the bar high for all of us as they overcome all the odds this past weekend! So take advantage to strike up a conversation and handout your business card!

CALENDAR: Where will we be in 2013?? YOU tell us! We are looking for business to host a meeting (approx. 10-15). Meetings can be held from 7:30 – 9:00 am or 4:30- 6:00 pm. We are also looking for guest speakers. All meetings are open and all business and community leaders are invited to attend. Bring business cards to share! Let's get our calendar set by the end of January so we can all update our calendars!

Join us for our Membership Kick-Off "After the Holidays" Networking Social on Wednesday, January 16th at 4:30 pm at Re/Max American Dream located at 9114 Belair Road in Perry Hall. SANDWICHES, SNACKS and DESSERTS served

Cost \$10 for all non- members.

FREE to all paid members/renewals

Membership dues accepted onsite.

Special Guest: Larry Simmons, Liaison to BC Executive Office

This week starts our initial meetings for the planning of our Spring Event on Saturday, May 18th that will benefit the Eastside Shelter. We are looking to invite the community/ Event will include a health fair, fun for the kids and a fresh food collection drive for the shelter. If you are interested in being on this planning committee, please contact me ASAP. We need all ideas and suggestions! Watch for more details! A brief meeting will be held for those interested immediately following the Networking Social on 1/16.

Don't forget to RENEW your membership dues! Dues are very reasonable and help keep your organization functional. We depend on your dues and your support. Form in newsletter.

Barb Sienkiewicz, Welcome Committee Chair for Linover Improvement Association is creating new welcome packets for new residents of the Linover Community. We would like to include information and offers from local businesses to both inform our new residents of what our community has to offer and to support our local businesses by getting their name to prospective customers. I am looking for business cards, coupons and/or small flyers/brochures to add to our packet. Any business that would like to help welcome new residents to Linover can email me at readbead@aol.com or the Linover Improvement Association at Linover@linover.org. Thank you!

All newsletter articles are due by the last Friday of each month. Forms for promoting your business or your event are available on our website. For all events, membership FYI and meeting updates visit our website at www.ofbpa.com

GO RAVENS.... SUPER BOWL 2013!

Donna Bethke, President



2012 Calendar of Events

Feb 11th – Board Meeting

Feb 20th – general meeting

April 17th – Expo (no meeting)

May 18th – OFBPA Spring Event to benefit Eastside Shelter- watch for details!

June 19th – general meeting

Aug 21st – general meeting

Oct 16th – general meeting

April 8th – Board Meeting

March 20 – general meeting

May 15th – general meeting

July 17th – general meeting

Sept 18th – general meeting

Nov 20th – general meeting

Notes: Most meeting times will be 4:30-6 pm with an occasional 7:30 am- 9 am (depending on host)
All meeting places are subject to change ...updates will be posted on our website and all members will receive an email reminder about each meeting/event.

MEMBER CORNER

35 members in 2013

Administrative Solutions	Dawn Kahler
Adventure Dental	Kelly Nichols
Amica Mutual Insurance Company	Kim Durham
Avon Independent Sales Representative	Donna Bethke
Baltimore Elite Martial Arts Academy, Inc.	Hannah Reitz, Angel Kiskadden
Bay View Homecare, Inc.	Dan McLaughlin
Brightview White Marsh Assisted Living	Michelle McQuillan
Costco Wholesale 208	Karen Ervin; Tina Fullano
Decorative Painter	Sharon Kozlowski
Eastern Savings Bank	Darlene Conner
Fairmount Bank	Dawn M. Cerino; Marcia Rifkin
Ferretto Eldercare Consulting	Mary Faith Ferretto
Hamilton Bank	Angel Clingerman; Debra Thacker
Heritage Properties, Inc.	Carl Reinke; Jim Railey
Johns Hopkins Bayview Medical Center	Tom McLhinney
JP Cleaning Company	Jeffrey A. Pozdena
Kiwanis Club of Parkville, Inc.	Jerry Dohmeier; Kirk Enders



M & T Bank	Gail D. Banks
Melvin's Tire & Auto Service, Inc.	Joseph A. Melvin; Mike Todd
Mr. B's Tattoos , LLC	Robert Smith
Morinda Bioactives	Valentina Insley
M & T Bank	Gail D. Banks
Overlea Chapel United Methodist Church	Rev. Karen Davis; Peggy Winchester
Perry Hall Chiropractic & Physical Therapy	Dennis Travagline, DC; Florence Littleton
Point Breeze Credit Union	Holly Klarman; Sarah Lee
Re/Max American Dream	Auggie Chesser
Rosedale Branch - Baltimore County Public Library	Theresa Murphy; Ashley Rogers
Slavie Federal Savings Bank	Lalita Prabhakar; Patricia Zimmerman
St. Michael's the Archangel School	Corinna Sibiski; Patrica Kelly
State Farm Insurance / Jim McCray	Jim McCray; Rhonda McCray
Streakfree Products	Nancy Bagley; Karen Weber
The Pinder Legal Team	Jason A. Plotkin, esq.; Edward T. Pinder, esq.
USB Payment Processing	Jesse D'Alonzo; Lidia Ferrara
Y of Central Maryland	Kelly Lepley; Dawn Chrystal-Wolfe
Y of Central Maryland	Dawn Chrystal-Wolfe; Kelly Lepley

EASTSIDE SHELTER--- IMMEDIATE NEED LIST

The shelter houses 125-140 women and children on a regular basis and relies heavily on donations by the community. The OFBPA is proud to partner with the Eastside Shelter and will coordinate a monthly collection effort to help those less fortunate. All items from our monthly list or the shelter wish list are welcome at any time.

GIFT CARDS/CASH FOR MILK and any/all types of juices including individual juice boxes and canned/bottled juice are sorely needed!

Current Immediate Need:

- Adult Toothbrushes
- Dish Detergent
- *Depends adult size
- *Diapers – all sizes
- *Bleach Tablets for Rinse Water (DiPalo's)

**January/February....FILL-A-Tote Month
ITEMS NEEDED for the EASTSIDE SHELTER**





OFBPA Newsletter

January, 2013

Overlea Fullerton Business & Professional Association Membership Application

Check Date: ____/____/____ Check # _____ Received by OFBPA: ____/____/ **2013**

Please enclose 2 business cards if possible.

Email your business logo as a word document for the website to: sharonkozlowski8@gmail.com

Company Name: _____

Contact Person (1st): _____

Contact Person (2nd): _____

Phone: _____ Fax: _____ Other: _____

Address: _____

City: _____ State: _____ Zip Code: _____

E-Mail: _____

Web Site: _____

Hour of Operation: _____ (*Website will automatically note that all hours are subject to change*)

Please provide us with a brief description of your business or organization and the products/services you provide.

The above will be reference for monthly bulletins and all correspondence. If there are additional persons or addresses that need to be notified, please provide us with that information as well.

Each member will be expected to participate in at least one event or provide a donation/door prize.

Annual Dues: \$75.00 per business/individual/organization. Membership dues include access for one to all free events (others are welcome for a fee) and should be sent to:

Sharon Kozlowski 806 Delray Drive Forest Hill, MD 21050

Make your check payable to OFBPA. (Please keep a copy for your records)

Networking with the OFBPA has become a valuable resource for our members. As a member, the visibility and involvement in the community are reasons why our membership continues to grow.

Member Benefits:

- Free listing in the Business Directory & Community Guide 2012-2013 (new directories published 9/2013)
- Free Website listing
- Discount fee for all OFBPA sponsored events * Host/Speaker opportunities for monthly meetings
- Monthly Bulletin – Business event listing * Annual Networking events
- (Each member receives a “new member” welcome binder” or folder (renewals) with updated docs and a business card page. If you would like us to include your business card in every new member packet, please drop off 100 business cards to any officer or board member or bring to monthly meeting.)

Welcome from your 2012-2013 Board of Directors



OFBPA, in partnership with Perry Hall – White Marsh Business Association, Pulaski Highway Business Association, Stingray Social Media Services & Citybizlist present **Local University!** This is a half-day educational seminar for beginners that will give you the knowledge you need to compete in local search.

Why is local search important to local business? Read the following: <http://getlisted.org/resources/why-local-search.aspx>.



localu.org/ofbpa

Learn how your business can use the Internet to get more customers!

~~\$129~~ **march 8: 8 am to Noon seminar**
at the Hilton Garden Inn in Baltimore
\$89 when you register by February 13 with
OFBPA discount code

presented in partnership with



featuring a presentation from



SIGN UP AT localu.org/ofbpa

We're bringing in some of the nation's leading online marketing experts for an intensive, four-hour crash course in Internet marketing that will help you navigate the possibilities for marketing your business on the web. You'll learn Search Engine Optimization tips and techniques that will lead to sustained, long-term search engine rankings (and new customers).

Seminar Agenda

Introduction to Website Optimization

Learn how search engine results are generated and some of the major opportunities for small businesses to improve their visibility, including tactics to use on your own website to improve its ranking potential.

The ABCs of Local Search

In this session, we'll dive into topics including how to rank well for searches in the Baltimore area and its surroundings, including a presentation from Google, and how to make sure you convert searchers into customers.

Understanding Your Website Traffic

Learn the basics of Google Analytics, including how to gain insight into your website's traffic sources and convert more "visitors" to "customers."

Getting Social Online

We'll help you navigate the world of social internet marketing, including strategies to engage with customers and prospective customers using the most popular social media tools like Twitter, Facebook, Google Plus, and blogs.

Internet Marketing for the Do-It-Yourselfers

Learn about some low-cost and free tools to consider if you're just getting started on the web--and questions to ask if you're thinking about bringing in a professional.

For more information, or to register, visit localu.org/ofbpa

Capacity is limited, so please register as soon as possible to avoid missing out.



Still not sure Local University is for you?

Visit <http://www.getlisted.org> and enter your Business Name & Zip Code. The GetListed engine will check with the most important local search primary data sources to rate your listings for accuracy.

Did you score 100%? Well maybe *you should be teaching* with the Local University team.
Didn't score 100%? Your next steps should be:

- 1) Sign up for LocalU, and make sure to use the promo code OFBPA for \$40 off until 2/3/13.
- OR
- 2) Print out or screenshot the GetListed results, go directly to your Marketing Director and tell them to see Step 1.



See how your business is listed on Google, Bing, and other major local search engines.

Enter Your Business Name:

Enter Your Zip Code:

Check My Listings

[Advanced Check](#)



ST. MICHAEL THE ARCHANGEL SPONSORS BINGO

St. Michael the Archangel School sponsor Bingo featuring Longaberger Baskets, Vera Bradley Bags, and Pampered Chef Items on Friday, January 25, 2013, 7:00pm in the school gym. Tickets are \$12.00 for adults in advance, \$10.00 for students, and \$15.00 at the door. To reserve your tickets, contact Corinna Sibiski at 410-665-1054, x125 or csibiski@smoverlea.org.



**To All Business Leaders,**

For more than 125 years, Avon has stood by more than 6 million women and their families around the world. We are the same company that puts mascara on lashes and food on tables. We bring beauty to our customers' doors and open new ones for our Independent Sales Representatives, and above all we stand for women (and men!) and their economic empowerment.

I would like to partner with you and host a "Say YES to Avon" event at your location.

At this event, we would share the earning opportunity of Avon with members of the community. As you know the economy has caused many to lose their jobs, or have their hours severely cut back after the holidays. For many starting their own Avon business can be exactly the financial solution they are desperate for.

One great benefit of owning an Avon business is its complete flexibility so if they have a part time or even a full time job, but are still not making ends meet, or would like extra money at the end of the month, then their earnings from an Avon business can fill that gap for them and they can remain at their current job too. So if you are tired of your employees asking for more hours, or raises you can't afford to grant, this event could provide a solution for your own staff retention! At this community event, we would also provide Breast Cancer and Domestic Violence awareness literature, and invite everyone to learn more about all of the ways that Avon can empower them

There will be product samples, giveaways and opportunities for attendees to learn more about being their best by signing up to become an Independent Sales Representative.

What else is in it for you in addition to helping members of your community become more economically stable? We will invite all of our friends, relatives, customers and additional business contacts to come and visit us at the event, therefore bringing you new patrons for your business, all while offering a valuable service to our community. So this will be a Win/Win/Win for everyone!

If possible I would like to host an event at your location for approximately 2-3 hours (I am flexible on time). Once established your locations will be listed on our event finder link as advertised on TV.

Thank you for your support of our community!

Sincerely,

Donna Bethke

Avon Indp Sales Rep, Avon President's Council member, Executive Unit Leader, Fundraiser Specialist
410-665-6551 (h) 410-852-0226 (c) 410-882-5194 (f)

ptavon@comcast.net (e) **Visit My Website:** <http://www.youravon.com/dbethke>

Join my Avon team today for only \$10 Visit: <http://www.start.youravon.com> **Code:** dbethke





RAVENS VS PATRIOTS - PART II AFC CHAMPIONSHIP GAME!

LIMITED AVAILABILITY!

Sunday, January 20, 2013 - 6:30 p.m.

Departing from Pikesville & Towson on Saturday, January 19 and returning to Baltimore on Monday, January 21 (MLK Day). Three day - two night trip includes:

OPTION 1-

Round-trip Transportation including unlimited snacks and drinks on coach; Hotel (two nights); Upper Reserved Game Ticket; \$840 per person (double occupancy); \$805 per person (triple); \$780 per person (quad); \$990 per person (single)

OPTION 2 -

All of the above excluding game ticket (purchase your own)
\$575 per person (double occupancy); \$540 (triple); \$515 (quad); \$725 (single)

Please call Marc for further details & reservations 410-365-1375

This email was sent to: ptavon@comcast.net

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Superior Tours
7100 Milford Industrial Rd.
Baltimore, MD 21208

Info@SuperiorTours.net
Tel: (410) 602-1704
Toll-free: (800) 754-9097
Fax: (410) 486-2464





January 14, 2013

E-News Stream is your source for information on EPS activities and initiatives and those of our many partners. Read on to find out how you can get involved!

Clean Green 15: Winter is a great time to clean up our act as we look toward the year ahead. Get outside and participate in the county's new Clean Green 15 initiative.

You can help! It's quick and easy: Grab some bags. Pick up trash for at least 15 minutes at a site that needs a hand. Go online to report how much trash you collected. Arrange with your family, club, community group. or just go on your own. With the new Chesapeake Bay clean up regulations, it is important to keep track of the amount of trash picked up so we can meet our goals. Please take a minute to visit

www.baltimorecountymd.gov/cleangreen15 to let us know how much trash you have collected.

Thanks for doing your part!

Loch Raven East Watershed - Community Meeting

Wednesday, January 23, 2013, 6:30 to 8 p.m.

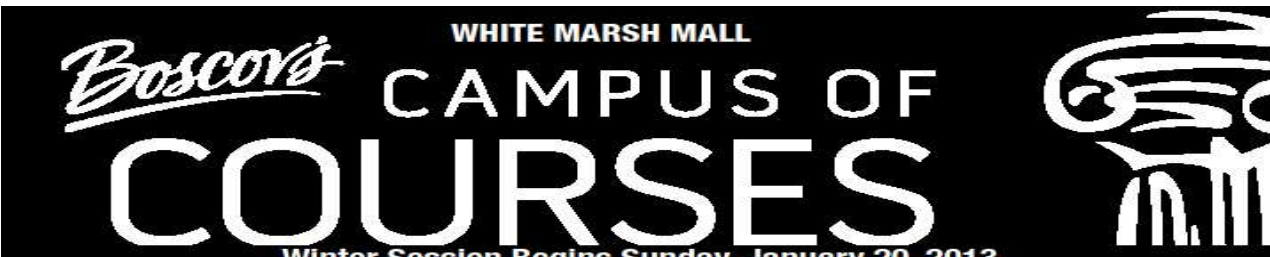
**St. John's Evangelical Lutheran Church
13300 Manor Road, Glen Arm, MD 21057**

For more information contact Erin Wisnieski,

watersheds@baltimorecountymd.gov, 410-887-5683.

[Learn more about Loch Raven Reservoir Watershed program](#)





It's back to the classroom for people of all ages! Bosco's invites you to come back to the classroom for the winter session of our Campus of Courses. Check over the courses listed, select the ones you like, then register as soon as possible. Payment is required at time of registration and may be made in cash, check or with a Bosco's Credit Card only. Registration by phone will be taken only for those who are using a Bosco's Credit Card or registering for a FREE class.

GET MOVING KIDS!

Miss Jackie Morgan
Come join Miss Jackie's Specialty Music Program for pre-schoolers featuring singing, dancing, instruments and yoga! Miss Jackie has 26 years of experience providing an age appropriate music program throughout Baltimore County schools, libraries, day care and the YMCA.

HEALTH & FITNESS

Happy, Healthy New Year!
Michelle Oseroff, RN Health Nurse Navigator at MacStar Franklin Square Medical Center. Bosco's has teamed up with MacStar for this informative session regarding important health screenings for women and men.

Is It Hot In Here Or Is It Me?

Michelle Oseroff, RN Health Nurse Navigator at MacStar Franklin Square Medical Center. Join the discussion of menopause and its related symptoms.

Blood Pressure - What's Yours?

Bosco's has partnered with Patricia Isenrock RN, Community Outreach Manager, from the Community Health Education Center at Franklin Square Medical Center. Be heart smart! Heart disease is the leading cause of death in Maryland, accounting for 25% of all deaths. Have your blood pressure checked and learn what blood pressure is, what happens if it's high, what to discuss with your doctor and how to keep your heart healthy.

Smoking Cessation - Are You Ready To Be Smoke Free?

Karen R. Polito-Lamma, RN, BS, BSN, CCE, CTTIS, MCHES Certified Tobacco Treatment. The presentation will provide participants with current information on smoking cessation, effective ways of quitting and information on cessation services and community resources.

The Fitness Race

Lydia Haskell, National Fitness Champion, CEO and Founder of The Fitness Race. Lydia will provide an introduction to Body Pump, Body Flow, CWorX and P90X, plus a class to help you create a plan to reach your personal fitness and wellness goals.

Yoga

Jessie Benson, Aerobics & Fitness Assoc. of America, CPR & Yoga Fit Level 1 Certified. Jessie will be teaching inspiring vinyasa flow yoga classes that are grounded in the safety of exercise science and suitable for beginners. No previous yoga experience or knowledge is required. The flow style classes will include physical execution of 40 poses, transitions and meditations with an emphasis on effectiveness for all students. Yoga mat needed.

Bosco's Optical "Boot Camp"

Kim Demme, District Manager & Karen Whyte, Bosco's Optical Manager. Join our Optical Team led by Kim for an informative class that will cover choosing the proper frame for fit, style and comfort, prescription information, features and benefits of your eyewear; the importance of sunglasses, proper care of your eyewear and contact lens availability, 2nd level Optical Department.

Living With a Healthy Back

Dr. Daniel Cocks, DC - White Marsh Spine & Health. 80% of Americans have lower back pain at some time in the lives. Back pain cost people and companies money with higher insurance premiums, co-pays and workers compensation claims. Learn the causes and solutions that are available to you.

Headaches

Dr. Daniel Cocks, DC - White Marsh Spine & Health. We will discuss common types of headaches and their characteristics. Learn about the spiral link between your spine and your headache, including migraines. Hear how over-use of aspirin can trigger your headache.

Wellness: More Of This, Less of That

Dr. Daniel Cocks, DC - White Marsh Spine & Health. Feeling fine does not define health. Care for your health, don't treat diseases. Choose a healthy lifestyle will add years to your life and reduce the risks of cancer and heart disease.

Stress Adapt or Perish

Dr. Daniel Cocks, DC - White Marsh Spine & Health. Stress exists everywhere in our lives; we are continually adapting and responding to stress. We cannot avoid stress, but we can control it. Come and learn how!

PET LOVERS!

Plan a Winning Pet Adoption!
Erin Long, Director of Community Outreach, Humane Society of Harford County. Sharing life with a pet can bring happiness, comfort and plenty of fun for an individual or family. Pets can provide love with companionship, plenty of learning opportunities and the desire to go outdoors and play. Adults find that pets reduce stress, encourage exercise and more.

Dog Training 101

Erin Long, Director of Community Outreach. Good manners are as necessary for dogs as they are for people. A dog that jumps, pulls, barks or lacks self-control may soon find himself left out of family activities. Teach your dog a few basic obedience commands, including sit, down, come and stay, using positive training methods and you will be rewarded with a well behaved dog.

Claw Chat: What Your Cat is Telling You!

Karen R. Polito-Lamma, RN, BS, BSN, CCE, CTTIS, MCHES Certified Tobacco Treatment. You and your cat may speak different languages, but you can still communicate with each other. Indicators such as the look in your cat's eyes, the tone of her voice, the position of her ears and motion of her tail can provide important clues that reveal her feelings and intentions. You can learn to read these signals so you'll know what's on your cat's mind.

BEAUTY

Clinique - What's Your Number?

Bette Rosenthal - Bosco's Clinique Counter Manager. Discover your skin type and learn the Clinique 5-Step customized skincare system.

Estée Lauder - New Year/New You!

Erin Siek - Bosco's Estée Lauder Beauty Consultant. Learn tips and techniques to properly apply your makeup.

Elizabeth Arden - Pump Up The Volume!

Stephanie Hanson - Bosco's Elizabeth Arden Counter Manager. Learn about the new Elizabeth Arden products to pump up your lips and how to apply the product to make the most of your pout.

Lancôme - Refresh & Revitalize

Rosemary Starkey - Bosco's Lancôme Counter Manager. Learn the best skincare techniques to enhance your specific skin type.

Register early - Classes are limited in size!

Registration fee covers instructor's fee - purchase of all supplies is the responsibility of the student.

Wedding Registry Workshop

Tracy Greene-Bosco's Bridal Consultant. Recently engaged? Don't miss this seminar to learn all about Bosco's Wedding Registry. Learn about the benefits you will receive for registering at Bosco's. Employee Discount Shopping Pass to use for one day. Rewards Certificate with up to \$250 to be used towards completing your registry and a Completion discount offering 10% off most items remaining on your registry (5% on kitchen, electronics, floor care, electronics and major appliances). Plus registration and completion incentives such as free gifts just for registering or receiving certain brands of merchandise. Brides and grooms, learn how to get the most out of your wish list and get rewarded after your wedding.

FINANCIAL ADVICE WITH WELLS FARGO

Basics of Banking
Monica Mitchell, VP Sr. Relationship Manager and Travis McCormack, Personal Banker. Learn the basics of why it's useful to have accounts with a financial institution. The account type, managing accounts and tips to stay on budget and in balance to your benefit.

Understanding Credit

Monica Mitchell, VP Sr. Relationship Manager and Travis McCormack, Personal Banker. In this session, we will discuss the basis of credit, understanding credit scores, what lenders look for, establishing and rebuilding credit histories and the benefits and risks of credit.

Protect Yourself from Identity Theft

Monica Mitchell, VP Sr. Relationship Manager and Travis McCormack, Personal Banker. Learn how to protect your personal information and identify. We will discuss ways that your personal information may be stolen, specifics on how fraudsters operate and help you develop a plan to potentially protect yourself from becoming a victim.

Paying for College and Higher Education

Monica Mitchell, VP Sr. Relationship Manager and Travis McCormack, Personal Banker. Preparing to finance higher education? We will review how to apply for financial aid, determine how much you may need to borrow and uncover 11 legitimate resources for grants and scholarships to help finance your education.

DEVELOPING YOUR CREATIVITY

Cozy Fleece No-Sew Lap Blankets
Bonnie Davidson of Bonnie's Crafts of Perry Hall. Create and tie knots to create a very cozy no-sew fleece blanket. Every family member will want to snuggle up with their own! Materials needed: 1 1/2-yds. printed fleece fabric, 1 1/2-yds. coordinating solid fabric, measuring tape and fabric shears. Kits available at Jovary Fabric.

Warm Up!

Bonnie Davidson of Bonnie's Crafts of Perry Hall. Create your own warm fleece no-sew scarf. Have fun turning scrap fleece fabric into beautiful wearable fashion. Materials needed: 8' x 60-in. fleece fabric.

Bow/Dress - Bow-Making Class

Bonnie Davidson of Bonnie's Crafts of Perry Hall. Make beautiful bows for decorations, wreaths, gifts and more for a fraction of the cost. Materials needed: roll wire ribbon of your choice.

Decorative Wicker Wreaths

Bonnie Davidson of Bonnie Crafts of Perry Hall. Accessorize a wicker wreath with silk florals, ribbons, bows, decorative birds, butterflies and more. Dress up any room, mantle or front door! Materials needed: wicker wreath, silk flowers, pick, bows.

PHOTOGRAPHY 101

Darnell Reid. Learn how to get the award winning shot through this introduction to photography. Aperture, shutter speed, lighting, lenses, filters will be discussed. Materials needed: starter DSLR camera.

FIRE SAFETY

Emergency Preparedness #11
Eric Lopes, Abingdon Fire Company. Do you know what you need to have ready when you call 911? Medical history, social security number, health insurance information, medications, etc. Being prepared can help save a life!

Considering Firefighting?

Eric Lopes, Abingdon Fire Company. Learn the basic steps to begin your career as a volunteer firefighter. See the equipment needed and hear about the process of getting started.

Fire Safety 101

Eric Lopes, Abingdon Fire Company. Do you have smoke detectors? Do you have an emergency evacuation plan? A plan can save your life and the lives of the ones you love.

VOLUNTEERISM IN YOUR COMMUNITY

Joppatowne Woman's Club
Diane Rybcyk - President. General Federation of Women's Club has members from 12 to 102; we live in cities, suburbs and rural communities around the globe. We are working women, stay-at-home moms, retirees and students, united by a shared commitment and volunteer community service. At our session, we will provide information about the Joppatowne Woman's Club, what we do locally and globally and how you can become a member!

BUSINESS

Getting Results From My Marketing
Andrew Schwesman, Marketing Specialist, CBS Radio. Learn some of the most utilized forms of advertising and how businesses have creatively used them to generate sales.

REAL ESTATE

First Time Buyers
Kathy Woodall, Branch Vice President, Caldwell Banker. Learn how to buy a house from start to settlement, including special financing options.

Downsizing For Seniors

Kathy Woodall, Branch Vice President, Caldwell Banker. Join the discussion as we share with seniors who are in transition from their big house to a condo or smaller home or are moving in with family or to senior assisted living.

DRIVING SAFELY

AARP Driving Safety Course (4-Hours)
Produced by the American Association of Retired Persons (AARP) and conducted throughout the country, driver safety teaches preventive measures that save lives. Each student receives certification at the completion of the 4-hour course, which may be good for at least a 5% discount on driving insurance. (Contact your insurance company for details). The last states that you must repeat the course every 3 years to continue to receive the discount. Please bring a small snack for break(s), pens, license and AARP Membership Card. PLEASE NOTE: Course Fee, \$12 for AARP Members and \$14 for non-members, is payable in check ONLY at the time of class. Please make check payable to AARP. Sorry, this class may not be put on your Bosco's Campus Account. Classes are limited in size. Maximum Class size 30.

Location: Bosco's Auditorium 2nd Level
Course #56: Thursday, Jan. 24
11:30PM to 3:30 PM

Mail Campus of Courses Registration Form
Bosco's White Hall
8200 Perry Hall Blvd.
Baltimore, Maryland 21236
Attn: Grace Kalma - Public Relations

Class #	Class Name				
Class #	Class Name				
Class #	Class Name				
Name	Address	City	State	Zip	Telephone
Check #	Bosco's Credit Card Account				

For additional details, visit the Bosco's store nearest you or go to boscos.com. Click on the link in the upper right-hand corner of the homepage the says "This Week's Ads" and enter your zip code.