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MODC Matters

A Publication of the Monmouth-Ocean Development Council
(732) 751-8696 www.modc.com

E-Newsletter

May 2019

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Upcoming Events

May Membership Luncheon
Friday, May 17, 2019
Waterview Pavilion, Belmar

Business After Hours
Tuesday, June 4, 2019
Brogan Law Group, Brick

For details on the events listed above, please visit www.modc.com

Recent Events

MOD Squad Open



April Membership Luncheon and Seminar



Would you be interested in hosting a Business After Hours event?

If you are a MODC member interested in hosting a "Business After Hours" event at your office location, please call the MODC office for more information - 732-751-8696.



Clean Energy Seminar



MODC's

Business

Publication is on the news stands! You can pick one up at any of our events or at the MODC office. You may also download a copy of the magazine by clicking [here](#).



[View Photo Albums](#)

Welcome New Members

Charles Melita
Integrated Financial Concepts

Mark Devaney
Chris Cirrotti
Chris Roche
Langan Engineering & Environmental Services

Jennifer Schanker
Learning Express Toys

Marilyn Lennon
PS&S

"NJ Stormwatch"

To check the status of MODC activities which may be affected by inclement weather conditions log on to www.wobm.com or www.943thepoint.com and type *NJ Stormwatch* in the search box to obtain up to date information.

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Business \$ense

DO YOU UNINTENTIONALLY COMMIT "HAYT" CRIMES WITH YOUR PROSPECTING COLD CALLS?

Reminder

The MODC Membership Directory is available to members free of charge at any time in either



electronic or hard copy format. The directory is updated daily so call or e-mail the office to receive your current copy now.

Now that we have your attention, can we all agree that HAYT CRIMES are a very serious offense punishable by:

- * Getting hung up on
- * Coming across fake and disingenuous
- * Unoriginal offering no differentiation
- * Screams "Sales Call" which triggers your prospect to hang up
- * Encourages Prospect to put up a defensive wall

Many times, sales people do not even realize they are committing these HAYT CRIMES. You may be thinking to yourself right now "What is this guy talking about? I have never committed a HAYT CRIME"

Have you ever started off a cold call with the dreaded: How Are You Today?

[Click here](#) to view full article

Members only!

If you'd like to be listed on MODC's website under "Member Links", please email your link to modcstaff@modc.com

MODC's Social Media Groups

An added benefit of your MODC membership is the opportunity to join our social media groups on LinkedIn and Facebook, where you can connect with other members and help promote yourself and your business to them.

<https://www.facebook.com/groups/MODCGroup/>

<https://www.linkedin.com/groups/2732604>

This space is available for
MODC member advertising!
Contact the MODC office for details.

Don't forget to check out our Member Benefits section of the website (see link on yellow column to the left) for discounts on Six Flags Great Adventure Tickets, Lakewood BlueClaws SkyBox opportunities and much more.

Quick Links

MODC Website
<http://modc.com>

Event Registration
<http://modc.com/events.html>

Member Benefits
<http://modc.com/memberbenefits.html>

More About Us
<http://modc.com/contact.html>

**Members Referring Members
Thank You!**



Upcoming Committee Meetings

Meetings are held 8:30 am at the MODC office unless otherwise noted below.

- May 8 Golf
- May 8 Marketing, **3:30 pm**
- May 13 Nonprofit
- May 15 Business Growth & Management
- May 16 Technology
- May 22 Government Relations
- May 24 Economic Development, **NJNG, Wall**
- May 28 Energy & Environment
- May 29 Cultural & Tourism
