



"Serving as the Voice of  
Business for Irvine"

August 3, 2011

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Irvine Micropreneur Webinar  
Irvine named Top 100 Places to Live  
August Lineup  
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### **Upcoming Events**

#### **August 5, 2011**

**Who:** Town Hall w/ State Senator Tom Harman and  
Assemblyman Don Wagner

**What:** Town Hall Meeting

**Where:** Brandman University

**When:** 8am

**How much?** Free

[Click Here](#)

#### **August 9, 2011**

**Who:** Responding to RFP's (Requests for Proposal)

**What:** Class

**Where:** Anaheim City Hall

**When:** 9am-12:00pm

**How much?** Free

[Click Here](#)

#### **August 10, 2011**

**Who:** USDOC Export Regulations Seminar

**What:** Seminar

**Where:** Sheraton Gateway Hotel Los Angeles

**When:** 8:30am-4:00pm

**How much?** \$430

### **Irvine Micropreneur Program**

#### **August 4th - How to Grow Your Business with Sales Scripts- Make Sale After Sale**

What's the most proven way to win customers? Well-crafted Sales Scripts will maximize your selling power! To learn how YOU can create powerful, persuasive, and dynamic Sales Scripts to use in YOUR business, join the Irvine Micropreneur Program webinar taught by Sales Trainer and expert, John Kurth. John is the President and Founder of Dynamic Sales Script Training. This content-rich webinar, quite possibly, could transform your business.

Join Us August 4th at 12:00pm, visit:  
[www.irvinemicropreneur.com](http://www.irvinemicropreneur.com)



### **Irvine listed as Top 100 place to live**

***OC Register***



Irvine was named a 'Top 100' place to live in the U.S. in [RelocateAmerica's 14th annual rankings](#). RelocateAmerica says it "researches, identifies and shares the best places to live in America."

[Read More](#)

### **Irvine Chamber Announces Valuable Insight on Consumer Behavior as Part of August Webinar Lineup**

*Victor DiCarlo*

*Weekly Irvine Micropreneur Program Provides Valuable Insight on Creating Sales Scripts and Harnessing*

[Click Here](#)

**August 11, 2011**

**Who:** *Consumer Behavior for Dummies*

**What:** Irvine Micropreneur Program

**Where:** Online

**When:** 12pm

**How much?** Free

[Click Here](#)

**August 18, 2011**

**Who:** *Deep Web: How Apple Created the iPod in 18mo's with just online resources*

**What:** Irvine Micropreneur Program

**Where:** Online

**When:** 12pm

**How much?** Free

[Click Here](#)

**August 25, 2011**

**Who:** *Mobile Business Communications for the Micropreneur*

**What:** Irvine Micropreneur Program

**Where:** Online

**When:** 12pm

**How much?** Free

[Click Here](#)

For a complete listing of all upcoming events, click below:



*the Power of the Deep Web*

The August lineup features topics on growing your business with sales scripts, consumer behavior, utilizing the deep web to gain a competitive edge, and mobile business communications for small business. The webinars are free for all to participate.

Our August Micropreneur lineup will now be available for those who were not able to participate during our live broadcast." says Christopher Lynch, VP of Business & Economic Development, Irvine Chamber of Commerce. Lynch also adds, "The public will have access to past webinars via our online archive in the multimedia section of [www.irvinecondev.com](http://www.irvinecondev.com)"

Since the Irvine Micropreneur Program launched in September of 2010, the weekly webinar series aimed at small business owners and entrepreneurs, has steadily gained popularity and has seen an increase in viewership since its introduction.

The free Micropreneur Webinars are scheduled for every Thursday, 12:00 p.m. to 1:00 p.m. and will feature a different topic every week. Past archived programs can be accessed in the multimedia section of [www.irvinecondev.com](http://www.irvinecondev.com).

To learn more about the Irvine Micropreneur Program visit: [www.irvinemicropreneur.com](http://www.irvinemicropreneur.com), or contact Victor DiCarlo at (949)660-9112 ext. 128 for more information.



**Chamber Spotlight:**

**Irvine Chamber Member John Adams Meets U.S. RV Industry Leaders to Accelerate Trade and Cooperation between U.S. and China RV Industry**

Elkhart, located in the state of Indiana, acts as a hub bringing together the most well known RV manufacturers, dealers and service providers. Elkhart accounts for 70% of the RV production in the world and is considered the RV capital of the world. On July 11th 2011, the CEO of Transtock Acquisition Group, John Adams, and his staff visited Elkhart to network and enhance the relationship between Transtock Acquisition Group and various leading American RV companies.

Mr. Adams' first visit was to the headquarters of Forest River, Inc, one of the leading RV companies in the states, to meet with Pat Donnelly, and discuss the various ways of strengthening the mutual cooperation between the two companies in order to expand the RV market in China.

**About Us**

The Irvine Chamber of Commerce leads the economic development efforts of the City of Irvine. The Chamber has four overall economic development goals: Retaining existing businesses and helping them expand, Incubating new businesses, Attracting new businesses, and Supporting international business.

Visit us at:  
[www.irvinecondev.com](http://www.irvinecondev.com)