



Around Town

Monthly Newsletter of the

NEWTOWN SQUARE BUSINESS AND PROFESSIONAL ASSOCIATION

VOLUME 21, NO. 8

EDITOR: KEN TANIS

OCTOBER 2003

Luncheon Meeting

Date: October 9, 2003

Location: Charlottes

West Chester Pike

Newtown Square

**(Across from Gauntlett
Center)**

Time: 12:00 Noon

Cost: \$12.00

The Program

"Networking! What is it?"

Speaker ~

John Abitabilo –

Dale Carnegie Consultant

***"Mix judgment with ambition and
season it with energy. It makes a
splendid recipe for success."***

Dale Carnegie

President's Corner

Last month's meeting at the Newtown Square Fire House was excellent! The Fire Company made us very welcome and Jim Sheldrake (Township Manager) did an excellent job assembling various township officials who gave reports and updates. Our guests were Jim Sheldrake, George Clement (Assistant to the Manager), Lee Hunter (Chief of Police), Doug Everloff (Fire Chief), Karl Keehn (Assistant Fire Marshall), John D'Annunzio (Building Inspector), Marie Richards (Tax Collector), H. Ross Lambert (Emergency Management Coordinator and Township Supervisor), Lori Devlin (Health Inspector), and John Custer (Township Supervisor). I would like to thank them all for their time and commitment. We had about 45 members attend. It was both informative and entertaining. If you were unable to attend and would like more information about the township and its workings, please visit Newtown Township's website: <http://www.newtowntownship.org/>.



This month we change gears and focus on business development. Everywhere we go, we are directly or indirectly promoting our businesses. In this competitive environment small things make big differences. We have been able to secure John Abitabilo of Dale Carnegie Training. He will be presenting on the topic: Networking. We hope to be able to maximize our time and get the most value from the seminar. I would strongly suggest you consider inviting one of your employees to attend with you if you think this may be of value to them.

For some reason we have seen quite a bit of activity on the NSB&PA website over the last few months. If you have not visited yet, I invite you to do so www.nsbpa.com. Anyone interested in serving on our board, should contact Ronnie Liadis at 610 353 8330. (Liadis Travel).

Anthony Ryan
610.353.3200
anthonyryan@sovereignbank.com

About our Speaker~

John Abitabilo is a training specialist with Dale Carnegie/Philadelphia. His current role is to help customer companies increase shareholder value by investing in the training and development of their people.

John is a member of the Delaware County and Exton Chambers of Commerce, serving on the Ambassador Committee of both organizations, assisting new members and encouraging inactive members to participate.

Before Carnegie, John held management positions in Johnson Controls, Prudential Insurance, and Allstate Insurance. He was recognized for customer service innovations and won the Chairman's Quality Award at Allstate Insurance in 1996.

John is a Marine Corps Desert Storm veteran, receiving the Navy Commendation Medal and Combat Action Ribbon for his actions in Northern Saudi Arabia.

He received his BA from the University of Notre Dame and is fluent in French. John is married and lives in Valley Township, PA with his wife Pam and miniature dachshund Stella.



TOP TEN REASONS **for joining NSB&PA?**

#6 Creating a positive business environment is easier to do when joining others than trying to be the "Lone Ranger."

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| | Dick Pound, Ex Officio Member |



MEMBER SPOTLIGHT

T.J. Antich Inc.

Several years ago I was busy with a home project, when I hoisted a heavy pail of rocks to my shoulder. No problem! I'm physically fit. So I heaved the load into a high dumpster a short distance from the house. BIG PROBLEM! I was about to become acquainted with the consequences of a torn rotator cuff.

But this bad news exposed me to some "good news". I now had the benefit of using the services of another NTSB&PA member. With the expert help of the outstanding staff of T.J.Antich, I was able to regain the full use of my shoulder again.

In 1987 TJ, as most of us know him, and his brother-in-law Tom Kincade established their physical therapy business in the Kelly Building on West Chester Pike. In 1994 they moved to their current location at 3409 West Chester Pike, which allowed them to double their space. Then in 2002 they further expanded by opening another establishment in Kimberton. Currently they are providing trainer services for athletes from Delaware County Christian School, Marple/Newtown School and Delaware County Community College. In addition to these services, which only represent about 20% of their total business, they provide physical therapy services to a growing adult community. At present they are adding about 500 new patients each year.

Both TJ and Tom were athletes in high school. TJ actually earned 5 varsity letter in one year, but he freely admits that Tom was the more accomplished athlete. Tom played professionally in the Canadian Football League and the USFL. Along with this general interest in athletics, TJ designed a senior project while in school which connected him with a hospital and the field of physical training. The seed had been planted and after finally obtaining his master's degree in PT from University of Southern California, he was ready to open his own business.

TJ's greatest satisfaction in his work is definitely focused on the kinds of relationships that he enjoys with his patients and the quality of life that they enjoy after using the services of his business and thirteen employees. Personal attention to each patient is the hallmark of their service.

To be featured in this newsletter, contact Ken Tanis at 610.353.6522 ext 283. Your business must have served NTS for 10 years or more to be featured.