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physical disabilities with local providers who assure safe and accessible sports activities, 896-8967, www.disabledadventureshawaii.com

Summer Fest at Hilton Waikoloa Village

Katchafire, Natural Vibrations and Rebel Soujahz perform July 25 on the Palace Lawn at Hilton Waikoloa Village during the KWXX Summer Fest. The 6 p.m. concert is presented by Waikoloa Entertainment, Malama Media and Hilton Waikoloa Village.

Tickets can be purchased through Ticketmaster at (877) 750-4400 or online at www.waikoloanights.com or www.ticketmaster.com. Tickets are available at Big Island Surf in Waimea, Persimmon at Waikoloa's Queens' MarketPlace and A'ama Surf and Sport in Kona.

Mango Mania at New Keauhou Festival

Ranked among the most widely produced and consumed fruit in the world, mango is the star Saturday, Aug. 1 during the all-day Mango Festival 2009. The inaugural event offers all-day educational fun celebrating the nutrient-rich mango starting 8 a.m.-noon at the free Keauhou Farmers' Market at Keauhou Shopping Center, followed by the 2-6 p.m. Kona Mango Experience at the Keauhou Beach

Resort's Royal Garden. Admission is \$10 and includes a complimentary Kona Brewing Company beverage or the festival's mango coloring book.

The juicy jive culminates with a Mango-Inspired Dinner at the

Keauhou Beach Resort, tickets for sale at Brownpapertickets.com. Overnight festival packages available, 324-2515. For festival information, 769-0672 or visit www.keauhoufarmersmarket.com.

Environmental Committee supports Kahalu'u Bay Project

Editors note: The Chamber's Environment & Natural Resources Committee has selected the Kahalu'u Bay Project as one area of focus for this fiscal year. Awareness, protection and education efforts by the committee will seek to compliment the efforts of the Project.

KEAUHOU—How do we restore Kahalu'u Beach Park, a significant community park dotted with archaeological sites and a rich cultural history, and protect its pristine ocean resources—while encouraging the nearly 400,000 visitors annually to enjoy it?

That's a big order, but thanks to the Kahalu'u Bay Project, island residents are reclaiming the heavily used bay and saving it from destruction, while island businesses are feeling empowered to protect an important economic and natural asset through the existing ReefTeach and Citizen Science programs.

Together the community is working to restore and protect Kahalu'u through a pono planning process. Created in 2008, a conceptual Master Plan for Kahalu'u Bay reflects the vision of local kupuna and embraces the wishes of park users and the community.

Catch the vision at www.kohalacenter.org/pdf/Kahaluu\_Bay\_MP\_Dec\_08\_Final\_ke.pdf. Be a part of the park's rebirth as Hawai'i County, the state, developer Kamehameha Investment, community residents and community businesses join together to move the restoration forward to benefit all of us—economically, socially, culturally. For more information, contact Cindi Punihaole, 895-1010 or cpunihaole@kohalacenter.org.

Sales Meeting Minute

DON'T SPILL YOUR CANDY IN THE LOBBY

Aloha, I'm David Wilkinson, Sandler Training. Many salespeople call on accounts and are extremely anxious to tell them about their products and services. After the sales call, they walk out bewildered why they didn't get an order. "I told them every reason why they should buy but nothing happened?" If you are dropping off information, proposals, marketing materials without really understanding your customers' buying motives, you are spilling your candy in the lobby. Once they have your information and pricing, do they really need you anymore? The customer wouldn't shop your information to your competitors, would they? Are you and/or your sales people "Spilling Your Candy in The Lobby?" If you/they are, stop it! Customers are not entitled to your information or demonstration until you understand their buying motives, money, and how they make a decision.

This is David Wilkinson, Sandler Training. And that is this Month's Sales Meeting Minute.



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