

Virtual advice, too

When Edward Rose founded his Web site design and Internet marketing services company, eRose Web & Business Services, nearly five years ago he was confident in his business plan and acumen, but he lacked one crucial element: Contacts.

"It is a natural fit that as a small business I wanted to tar-

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get small businesses," said Rose.

About a year after he launched his company, Rose joined the Delaware County Chamber of Commerce. It was through the chamber's Small Business Committee that he was able to network and make the contacts that helped make his business successful.

"I was able to build relationships and discover ways to add value," said Rose.

Rose noted that he's been able to find new clients and also find service providers and

contractors, creating a win-win situation. He also likes the fact that it gives him the opportunity to know what is going on in his business community.

Shortly after joining the chamber, he volunteered his expertise and now holds positions in the Small Business Committee's Communications and Education sub-committees.

"My passion and my business is working with entrepreneurs and helping grow business," said Rose. "Being a member of the DCCC adds to the experience."

By Rob Rushton