



**A Message from our President,
Karie Purcell - KSA Management, Inc.**

September...wow, fall is here!! New school supplies, new classrooms, and in some cases, new schools. So much happens in our lives quickly and we often forget to take it all in. My kids are grown, my grandchild is already seven. I look over all my friends' Facebook pages and see new babies, or their children just starting high school, or just getting their driver's permit. Where does the time go?

I remember MY first day of high school and life was so hard then! "Am I wearing the right jeans? Do you think my teachers will be cool? Do I have to ride the bus?" Later, the hard questions turned into, "Where should my office be located? How many employees should I hire? Can I afford to pay for health care? How can I expand my business?"

For many of us, it is difficult to know what to do and when to do it. We work hard every day to grow our business and have the right contacts. On opening day of KSA Management, I didn't know anyone in the community, but I knew I needed to get out there. The most important decision I made at that time was to get involved! The Encino Chamber of Commerce put me right in the heart of the community and I haven't missed a beat! I have been able to make connections with a wide variety of business owners and representatives that I wouldn't have been able to reach easily on my own.

Take that step. Get involved. You won't regret meeting more people and you certainly will gain more friends.