



SOUTHERN FAUQUIER BUSINESS OWNERS ASSOCIATION, INC.

# SFBOA NEWSLETTER

VOLUME 1, ISSUE 4      APRIL 2008

## SFBOA MEMBER SPOTLIGHT



### GENWORTH LIFE INSURANCE CO.

Genworth Life Insurance Company offers comprehensive, flexible long term care insurance policies that provide superior protection. Our Long Term Care Insurance Division helped pioneer the development of long term care insurance more than 30 years ago and we've been an industry leader ever since. Genworth is home to a long list of coverage, including medigap coverage, life insurance, and prescription drug coverage.

Diane Rhynalds joined Genworth (formerly GE Capital) in 1999. A new career and an opportunity to help others drove Diane to become a district leader in 2001. Helping other agents with training and mentoring allowed Diane to qualify for annual Leading Producers Conference Trips and in 2003 she was recognized as District Leader of the Year. Over the years she has helped hundreds of people protect their assets and their future financial independence. Diane now holds a Certified Long Term Care Specialist designation, and is certified to write Virginia Partnership Plans. To further her career, Diane is now appointed by several other Long Term Care companies so she can offer her clients a broad range of coverage.

Many business owners don't ever think about what would happen to their business if something should happen to them or to one of their key personnel. Reasons employers should consider Long Term Care Insurance for themselves and their employees: 1. Can help maintain financial integrity of the business if an owner suffers a long term care event. 2. Can help protect retirement plans from untimely liquidation. 3. Premiums can

be deducted for employees for employer paid premiums. 4. Can help reduce absenteeism and losses in productivity due to employee care giving, a growing concern for many employers. 5. Can aid in retention of key personnel, recruiting draw. 6. Can help maintain dignity while in care and choice of where care takes place (i.e., at home vs. a nursing home.)

Preparing for Long Term Care is your responsibility, long term care insurance can play a critical role, providing a variety of important benefits: 1. It is insurance primarily designed to cover the costs associated with long term care, helping protect your assets for the purpose you intended. 2. It enables you to participate in the choice of where you receive care, including nursing homes, assisted living facilities, adult day care centers, and home settings—where many people prefer to stay. 3. The cost of coverage is based on your age and health when you apply. So, the younger and healthier you are, the lower your premiums may be. Long term care insurance doesn't replace what families do, but it does help them provide care for their loved ones better and longer.

Diane Rhynalds, lives with her husband Capt. Don Rhynalds on their family farm. She is a member and past President of Fauquier, BPW, and a member of Southern Fauquier Business Owners Association. You may contact Diane by phone at 540-439-1122 or email at: [dwrhynalds@vabb.com](mailto:dwrhynalds@vabb.com)

### April Monthly Meeting

The upcoming meeting will be held on Tuesday, April 22, 2008 in Ripley Hall at the Inn at Kelly's Ford. Located at 16589 Edwards Shop Road in Remington. Social hour starts at 6 PM; dinner is served at 7 PM followed by a brief business meeting and the evening's program.

Stephen M. Davis will be the guest speaker.

### **Menu**



Pasta Bolognese  
House Salad  
Rolls  
Coffee or Tea  
Dessert  
(Non-alcoholic drinks included in price)

*Dinner per person is \$22.00.*

*Please call Susan Kemper at Generations Florists at 540-439-9301 or e-mail her at [lhflowers@aol.com](mailto:lhflowers@aol.com) to make your reservation, and include any guests one week prior to the meeting. All reservations must be honored.*

### **May 20 Guest**

Midland Christian Academy  
presents



**Night of the Arts**

## APRIL GUEST SPEAKER

### Stephen M. Davis



Stephen Davis has over a decade-and-a-half of experience in marketing and distribution of retail products, business-to-business sales, heavy equipment sales and military leadership. Mr. Davis is formerly a non-commissioned officer with the U.S. Army Airborne Rangers. He has several years of managing commission-based sales teams for a major regional heavy equipment company. In 2004, Mr. Davis co-founded Prime Health Plus: a cutting edge consumer-driven health care company that specializes in the administration of health savings accounts and health reimbursement arrangements.

Recently, Mr. Davis branched out on his own to form Liberty Run Benefits: a full service employee benefits company. This allows Mr. Davis and his former partner the ability to provide both the insurance and administration necessary to better serve their clients. Mr. Davis also sits on the board of the regional Fellowship of Christian Athletes. Mr. Davis is married and a father of two school-aged children.

### SFBOA MARCH MEETING UPDATE

Guest speaker for the evening was Congressman Rob Wittman. Congressman Wittman spoke to a large crowd about illegal immigration, rising fuel prices and the shrinking U.S. dollar. Congressman Wittman took several questions from the audience after the presentation.

An American and Virginia flag set with stands was presented to the Willoughby's, owners of the Inn at Kelly's Ford, for their continued hospitality to the SFBOA.

#### March Drawing Winners

**50/50 Winner** - Matthew Smith, Smith-Midland

**Dinner for Two** - Matthew Smith, Smith-Midland

**Featured Business for May** - Liberty Run Benefits

**Free 2 hr Consultation by Paradigm Solutions** - Trina Shannon of Fifield Helm Insurance

## ANNOUNCEMENTS



### COWS-N-CORN

On April 18, 2008, Cows-N-Corn will re-open for its 8th season of fun, food and education down on the farm.

Enjoy delicious ice cream and spring educational tours. Call 540-439-4806 or e-mail Patty at [ljapal@earthlink.net](mailto:ljapal@earthlink.net) for dates to schedule your tour date. There will be demonstration sheep shearing and wool processing, touring the dairy farm by hayride, learning about chickens and creating "dirt babies" for their seed planting activity. The Leonard Family is looking forward to seeing you this year.

### Fauquier's Finest

We here at Fauquier's Finest would like to let everyone know that we recently hired Andy Wilfong, a German master butcher. He is now making fresh authentic German sausage for the retail store. Come by, meet him and try the new flavor of Fauquier's Finest..

Fauquier's Finest Country Butcher Shop is located at 11746 AG Industrial Dr. in Bealeton. (540) 439-7227

### Midland Christian Academy Arts & Silent Auction

April 19 at Day Spring Church. Come out and support the school and its artistic children!

### Fauquier Guide - Times Community Papers

The upcoming Fauquier Guide is published once a year in June. The deadline for the space reservation is Wednesday, April 30th. This Guide is very informative with every detail a person would want and need to know about Fauquier; schools, churches, government and county officials, fire and rescue locations, public services, post office locations, our county map, with the advertisers indexed in the back by category in alphabetical format for easy use. It is a 4 color process magazine printed on glossy high quality paper.

It is *the guide* to the county and is referenced all year for its informative reference material. To learn more, contact Sylvia McDevitt, Advertising Consultant at Times Community Newspapers at 540-351-1167 or e-mail Sylvia at [smcdevitt@timespapers.com](mailto:smcdevitt@timespapers.com).

# MEMBERSHIP

## The Board

**If your business is not listed and dues have been paid, please inform Lynne Cox.**

- A & K Construction
- Access Point Communications, Inc.
- Allstate - Payne Agency
- Alvin Henry Appraisals
- Arbonne International
- ATEC, Inc.
- Brenda L. Eggleston, Realtor
- C & C, Ltd.
- Cabing Systems, Inc.
- Carl Faller Real Estate
- Carr and Hyde Insurance
- Carson-Ashley
- Clark Brothers
- Community Touch, Inc.
- Corner Deli, The
- Cows-N-Corn
- Deer Meadow Farm
- Dell Ennis
- Dewberry & Davis, LLC
- Didlake Opal Business Center
- DRH Design Group, Inc.
- Fauquier Bank, The
- Fauquier County Chamber of Commerce
- Fauquier County Dept. of Economic Development
- Fauquier Medical Associates
- Fauquier Times Democrat
- Fauquier's Finest Custom Meat Processing

- Fifield-Helm Insurance
- Financial Organization and Management for Seniors, LLC
- Fox Wood Works
- Gaven E. Reynolds, DDS, PC
- Generations
- Genworth Financial & Rhynalds Enterprises
- Great Meadow Foundation
- Happy Trails Western Wear
- Holly Knob Farm
- inFauquier
- J-C's Cleaning & Power Washing
- J.T. Walsh
- Kehoe Construction
- Liberty Heritage Society
- Lois Volunteer Fire Department
- Lord Fairfax Small Business Development Center
- Luckstone
- McLeod, Inc.
- Meadows Electric
- Middleburg Bank
- Midland Christian Academy
- Moser Funeral Home
- Moser Funeral Home, Inc.
- Paradigm Solutions
- Pressley Enterprises
- Pro 1 Auto
- R. Paul Lawrence
- Remington Drug Company
- Ritchie's Millwork

- Robert Niles
- Rogers Ford Winery
- Rozanne K. Kelley P.C.
- Shady Grove Kennel
- Simply Sommelier'ed Celebrations
- SkyWorld Aviation, Inc.
- Smith's Antiques
- Smith-Midland Corp.
- Sowder Enterprises
- Streetrenz
- Town of Remington
- Trigon Development, LLC.
- Vern's Plumbing, Inc.
- Virginia Hydro-seeding & Excavating
- Virginia Southern Cooking, LLC
- Waivasir, Inc.
- William Allen Edwards Trucking
- Woodward Turf Farms

- Honorary Members**
- Dorothy R. Watson Tax Service
  - T. Leo McCarthy Realty
- Officers**
- President**
- Lynne Richman Cox, Midland Christian Academy
- Vice-President**
- Matthew Smith, Smith-Midland Corp.
- Secretary**
- Kim Bloom, Waivasir, Inc.
- Treasurer**
- Rozanne Kelley, P.C.
- Directors**
- Larry Kemper-Chair, Lois Vol. Fire Dept.
  - Trina Shannon, Fifield-Helm Insurance
  - Susan Eicher Kemper, Generations
  - Mary Ann Stewart, Happy Trails Western Wear
  - Heidi Darnell, Affordable Automotive
  - Jessica Wilson, Fauquier Bank
  - Allison Clark, Clark Brothers and MCA
  - Jessica Pritt, BB&T
  - Dennis Taylor, Paradigm Solutions



**COWS-N-CORN**

The SFBOA Newsletter is available on the organization's web site at:  
[www.sofauquierbus.org/news.htm](http://www.sofauquierbus.org/news.htm)

If you would like your business featured in the monthly SFBOA newsletter, drop your business card or a note off at the next SFBOA Meeting. A box will be provided for a drawing to determine the business to be profiled in the next issue.

Please send business announcements, new ideas, or suggestions to Kim Bloom at [kim@waivasir.com](mailto:kim@waivasir.com).

SOUTHERN FAUQUIER BUSINESS  
OWNERS ASSOCIATION, INC.

P.O. Box 358  
Bealeton, VA 22712



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WE'RE ON THE WEB  
[WWW.SOFAUQUIERBUS.ORG](http://WWW.SOFAUQUIERBUS.ORG)

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## ABOUT SFBOA

Organized in 1996, the Southern Fauquier Business Owners Association is comprised of approximately 120 members consisting of retailers, service businesses, industries & medical professionals

The members of the Association wish to express their thanks and gratitude for the support, and patronage, that has been received from our customers. The Association fully realizes that our customers' future is our future and with that the Association will pledge the following:

***To continue to provide excellent service and products to our customers and to continue to provide our support to our customers and community.***

The members would further like to extend an invitation to other businesses to relocate to our community and join us in creating a friendly and family oriented environment.

### Important Dates to Remember

- April 22 - Monthly Meeting, 6 PM, Ripley Hall, Inn at Kelly's Ford
- April 23 - Administrative Professionals Day
- May 1 - Board Meeting, 6:15 PM, Church of the Brethren Fellowship Hall
- May 2 - News Deadline for Monthly Newsletter
- May 20 - Monthly Meeting, 6 PM, Ripley Hall, Inn at Kelly's Ford

