## S Chicago Sports Journal

VOLUME 8 ISSUE 1

SPRING/SUMMER 2024

WWW.CHISPORTSJOURNAL.COM

708.370.3401

Free



## FROM THE PUBLISHERS DESK ...

Chicago Sports Journal had the pleasure of interview with Christopher E. Fleming author, broadcast journalist and also Chost of **The Weekly Sales Meeting Podcast**. Chris is also author of book called *52 Weekly Sales Meetings* and two other books called Y*es...I'm a Salesman: You Can Be, Too* and *You Can't Lead From the Back of the Room*. Chris also manages broad-cast station in Louisiana. Chris has over 30 years experience. You can reach him at http://www.cdmediaconsulting.com

Congrats to Cedar Rapids Kernels Baseball Club on being 2023 Baseball Champions in Midwest Baseball League.

Chicago Sports Journal continues to expand bringing the newspaper to more suburbs included Villa Park, Lake Forest, Northbrook, River Forest and other suburbs.

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## THE COUNTY BAR

#### By Fred Colantonio

#### Prices, Menus, Days, Hours and Ownerships subject to change

You want good cup of coffee, tea or latte check out Expresso and Milk Coffee Shop, located in Civic Opera House, 20 N. Upper Wacker Drive, Suite 105, Chicago, Illinois. Hours are: Monday thru Friday 7:00 am to 3:00 pm.

Draft

Additions

Cold Brew..... 5.25

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Nitro Cold Brew ......6

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Freddo Expresso 4
Freddo Cappuccino
Caffe Latte 5.25
Brown Sugar Maple
Latte 5.5
Spanish Latte 5.5
Caffe Mocha6

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Dark Filter ...... 3.25 Light Filter..... 3.25 Single Origin ...... MP

#### Tea

Tea		Americano4
Chai Latte5	Snacks	Latte 5.25
Houjicha Latte5	Overnight Oats5	Lemonade5
Golden Latte5	Chia Pudding5	Tonic6
Hot Tea 3.75	Vanilla Greek Yogurt5	Affogato8
Ice Tea4	Vanilla Gelato6	+ Extra Shot 1.75

So, check out Espresso and Milk Coffee Shop, located in Civic Opera House, 20 N. Upper Wacker Drive, Suite 105, Chicago, Illinois today

#### \*\*\*\*\*\*

Stop in Himshikar Restaurant, 6031 N. Cicero Ave, Chicago, Illinois 60646, 1.773.481.2003; 1.773.481.2077 (Fax). enjoy the Himalayan & Indian Cuisine and enjoy the taste you will enjoy. Restaurant hours are Sun; 12 noon-9:00 pm; Mon thru Thurs 11:30am-9:30pm and on Fri 11:30am-10:00 pm. Sat; 12 noon-10:00pm. Minimum \$10.00 for credit card order. They accept all Visa, Master, Discover & American Express Cards. They have dine in, carry out, delivery and catering.

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SABZI PAKORA (Shallow fried onion, chopped potatoes, shredded cauliflower with seasoned chickpeas flour) \$4.99 (Karahai Stir Poultry Fry) (Chicken Jalfrezi) Boneless Chicken cubes with tomato, onions, bell pepper and garlic.



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Check out their website at www.himshikarrestil.com.

\*\*\*\*\*\*

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773.666.0730 / 312.666.0856 fax http://www.bariitaliansubs.com Hours: Monday-Friday 8:00am - 6:00pm, Saturday 8:00am-6:00pm, Sunday 8am-2pm Deli closes 30 minutes before closing times - all major credit cards accepted

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#### Salads

Antipasto Salad \$8.99 Lettuce, tomato, cucumber, olives, onions, Capicolla, Genova Salami, Provolone, Italian Dressing. Chicken Salad \$9.59 Garden salad with grilled chicken breast Garden Salad \$5.99 Lettuce, tomato, cucumber, olives, onions, Italian or Ranch dressing.

#### Sides

Fruit cup \$2.99/ea. pint Pasta Salad \$4.99 lb Potato Salad \$3.99 lb Cole Slaw \$3.99 lb Macaroni Salad \$3.99 lb Italian Tuna Salad \$7.89 lb

Soup Bowl \$4.49 Quart \$9.59

They also have choice of your favorite beverages





Espresso ...... 3.25

Espresso Con Panna.4

Americano...... 3.5

Espresso Tonic ......6

Macchiato .....4

Cortado.....4

Cappuccino .....4

Caffe Latte...... 4.75

Caffe Mocha ..... 5.5

Affogato .....8

+ Extra Shot..... 1.35

Matcha

Expresso

#### \$15.99

#### (Bread)

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Himshikar's Kabab (Chicken kabab) Boneless chicken cubes marinated in yogurt, spics then cooked in clay oven served with fried potato chips, lemon and lettuce. \$16.99

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	Iced Americano	\$5.75	\$6.50		
	Iced Latte	\$5.75	\$6.50		
	Iced Matcha Latte	\$5.75	\$6.50		
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Caramel • Toffee Nut • Raspberry					
Mocha • Vanilla • Hazelnut					
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## **COLLINS & JOYCE**

## **CHRISTOPHER E. FLEMING**

**Born and raised:** I am from Central Massachusetts. I grew up in the town of Lunenburg and later lived in Clinton, Massachusetts.

**Education:** I am a graduate of Ithaca College, Ithaca, New York. And graduated in December of 1993.

**1st job:** My first job anywhere was in the family floor covering business, Acme Carpet One in Lunenburg, Massachusetts. My father is 79 and still goes to work there every day. My first media job was as a part-time announcer at WNTQ-FM/WNDR-AM in Syracuse, New York while attending college. My



first full-time media job was as a radio announcer at WSUE AM/FM in Sault Ste. Marie, Michigan.

**How did you get involved in the broadcasting field:** Initially, I took one of those aptitude tests that said I would be good at three things: fireman, mortician, or broadcaster. I am not a huge fan of dead people, so I followed the broadcaster's path.

What's it like being in a management position: I have been managing people most of my life. Whether titled or not, I have always found myself in a position of directing others towards a goal. It is part salesman, part politician, part therapist, and part trainer.

**The toughest decision as manager:** Typically, the hardest decisions are about direction. As in, which direction do you want your operation to point and move toward? And then it is about getting all the ducks to fly in the same direction. I'd like to tell you that is the easy part, but it is not. The hard part is determining who is going to be on the team, long term.

What's your work like at a television station: Both Television and Radio have similar challenges in 2024. Both are fighting perception problems. Most want to talk about all the shiny new toys available to the consumer. And broadcasters are often not in that conversation. So, we must become our best cheerleaders to stay at the forefront of the conversations on connection.

If you could change anything about your job - what would you change: Not much, it is the most fun you can have and continue to get

BOOKS PUBLISHED BY CHRISTOPHER FLEMING

**52** Weekly Sales Meetings - 2023: 52 Weekly Sales Meetings is a masterpiece combining the art and science of sales, providing you with a roadmap to create impactful, engaging, and results-oriented sales conversations. From boosting morale to refining closing techniques, this book covers it all. Discover the secrets to running extraordinary sales teams and sales franchises. Catapult your success or your team's success to new heights!

paid for your services. Some days are harder than others, but it is fun. The day it stops being fun, I will go and do something else. What do you feel one needs to become successful in media: Resiliency and a can-do attitude. When I look at the broadcast landscape and listen to many in it, most complain about what we don't have. My method has always been to look at what I do have and then craft my narrative around that.

**How many books have you published:** I have published 4 to date. The first was in 2021, "Yes....I'm a Salesman: You Can Be, Too." My second and third came in 2022. "You Can't Lead From the Back of the Room" and "Making a Name for Yourself: And Your Small Business" we both released that year. In 2023, I released "52 Weekly Sales Meetings." I am currently working on the 5th book. I expect to finish it sometime in 2024.

The toughest decision as an author: I have always been a good storyteller. The hard decisions in writing are in the editing process. Translating the spoken word back to the printed word requires a different set of skills. I am getting better at it.

Favorite Food: I'm Irish so I am sure it involves a potato.

**Favorite Movies:** Real Genius, American Graffiti, Everybody's All-American, Beautiful Girls, Shawshank Redemption

Favorite Actor/Actress: Al Pacino, Timothy Hutton

**People who taught you the most:** My grandfather, My father, Chris Lytle, Mark Levy, Jim Taszerak, Oren Klaff, Chris Voss

**One thing you can't stand:** I have a hard time with those who make promises they don't keep. And deny their existence along the way,

**One thing you are afraid of:** Heights – but it is not the heights, per se, but falling and meeting the ground in full force from long distances.

Three things describe you best: Resilient, Determined, and Persistent.

Hobbies: Travel, Woodworking, Craft Brewing

**Future plans:** I am still looking for that "Dare to be independently wealthy through no effort on my part" moment. Haven't found it yet, but I keep looking.

Christopher Fleming is the President of CD Media Consulting, LLC. He has over thirty years of experience running successful radio and television stations in cities big and small in the United States. His methods are honest and straightforward. You will not learn tricks but master the art of business with innovation, ingenuity, and integrity. Mr. Fleming lives in California with his wife, Danette, plus Jax, the cocker spaniel, Cali, the beagle, and Moses, the cat.

develop innovative strategies, and make decisions to keep your teams on track. You'll learn how to communicate effectively, build relationships, and create an environment of trust and collaboration. It will show you how to identify and use the most important tools for leading in the 21st century. This book is an invaluable tool for anyone seeking to be a successful leader in today's rapidly changing world. You Can't Lead From the Back of the Room. Now on Amazon. com https://bit.ly/YouCantLeadBook

*Making a Name for Yourself: and Your Small Business* – 2022: This book offers strategies to help you create your own business success story. It is a comprehensive guide to creating and executing successful advertising strategies. It offers clear, actionable advice and provides real-world examples to illustrate each point. Whether you're just starting out or you're a seasoned veteran, this book is the perfect resource for anyone looking to make their mark in the small business world.

**You Can't Lead From the Back of the Room: Nor Should You** – 2022: Take control of your career. Lead with confidence and authority. This book will give you the skills and insight you need to become a more effective and successful leader in the modern world. Whether you're a CEO, a manager, or just starting out, this book will help you create an inspiring and motivating work environment, *Yes...I'm a Salesman: You Can Be, Too* – 2021: Most got into the sales profession by accident. It was not what they set out to do. Some wanted to be musicians, others professional athletes, or famous actors/actresses. But none of those things came to fruition. So, we are in sales. Eighty percent of the world is involved in sales, whether they want to admit it or not. Embrace it. Master it. Own it. This comprehensive guide will help you understand the techniques of successful salespeople paving the way for you to become one too. Mr. Fleming takes you through the ins and outs of selling anything. His area of expertise is electronic media sales. However, the concepts are transferable. This book covers everything from understanding the customer's needs to closing the deal. You'll get step-by-step advice and real-life examples; you'll learn the essential skills to become a successful salesperson, in no time. Get access to exclusive insights into the world of selling to help you achieve success.

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**Quick Food Mart** Milwaukee Avenue/Kildare Avenue Chicago, Illinois

> Potash Grocery 875 N. State Street Chicago, Illinois

**City News Café** 4018 N. Cicero Ave Chicago, Il 60641 773.545.7377

**Mobil Convenient Center** Montrose Ave/Central Ave Cicero Ave/Elston Ave Chicago, Illinois

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**Bartlett Village Hall** 228 S. Main Street Bartlett, Illinois

**Bartlett Police** Department 228 S. Main Street Bartlett, Illinois

#### BROOKFIELD

**Metra Train Station** Black Box Outside 8858 Burlington Ave Brookfield, Illinois

#### DEERFIELD

**Metra Train Station** Blue Box Outside Lake-Cook Road 601 Lake-Cook Road Deerfield-Township

#### **DES PLAINES**

**Metra Train Station** Black Box Outside 1501 Miner St. (at Lee St.) Des Plaines, Il

#### EDISON PARK

**Metra Train Station** 6730 N. Olmsted Ave Chicago, Il

#### **ELMHURST**

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#### FRANKLIN PARK

Village of Franklin Park 9500 Belmont Avenue Franklin Park, Illinois 60131

**Metra Train Station** 3212 25th Ave (Belmont) Franklin Park, Illinois

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Walgreens Lincoln Avenue/Pratt Ave. Lincolnwood, Illinois

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> **Metra Train Station** 8501 Lehigh Road Morton Grove, Illinois

847-647-0660 www.whiteeagleevents.com

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**Niles-Maine District** Library 6960 Oakton Street Niles, Illinois 60714

#### NORRIDGE

Amlin T.V. Video Sales & Service 8532 W. Lawrence Ave Norridge, Illinois 60706 708-452-7487

#### NORTHBROOK

**Metra Train Station** 1401 Shermer Road Northbrook, Illinois

#### NORWOOD PARK

#### **Metra Train Station**

Outside Black Box **Inside Station** 6088 N. Northwest Highway Ave Chicago, Illinois

#### PARK RIDGE

**City of Park Ridge** 505 Butler Place Park Ridge, Illinois 60060

#### **RIVER GROVE**

Village of River Grove 2621 N. Thatcher Avenue River Grove, Illinois 60171

> **Metra Train Station** Thatcher Ave River Grove, Illinois

7-11 Food Stores Wacker Dr/Adams St Veterans Square / Milwaukee Ave Bryn Mawr/Kimball Ave Pulaski Road/Addison Stree Lake Street/Jefferson Ave Chicago, Illinois

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128 W. First Street

#### **ELMWOOD PARK**

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11 W. Conti Pkwy Elmwood Park, Illinois

**Metra Train Station** 7500 W. Marwood Ave Elmwood Park, Illinois

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Village of Niles 1000 Civic Center Drive Niles, Illinois 60714

White Eagle Banquets & Restaurants 6839 N. Milwaukee Ave. Niles, Illinois 60714

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By Fred Colantonio

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For all your sports cards, gaming cards, autograph and supplies for your collection, stop in at **Elite Sports Cards** located at 2028 W. Montrose Avenue in Chicago. The phone number is 1.773.784.1396....you can email them at elitesports92974@gmail and the website is www.elitespports-cards.net. Stop in and Ronnie Holloway for how much your cards and collectables will be worth.

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**Lakeview Ace Hardware**, 3911 N. Lincoln Ave, Chicago 60613. Phone number 1.773.281.1777. Store Hours Mon-Sat 8:00 am to 5:00pm

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company logo's on t-shirts, sweatshirts and more. Get free quote today! Contact Johnny at 847.265.7550 or at john@johnnyDtees.com JohnnyDTees is located in Lake Villa, Illinois.

### PET OWNERS CHECKLIST FOR PET TRAVEL

Pet Travel to a foreign country can be complex and time-consuming. Before you start the process, you will need to know the following: the type of animal traveling, the destination country, the date of departure from the United States, and whether or not the pet will be traveling alone, as cargo, or with a person in the cabin of the plane.

Work with the pet's veterinarian to determine the destination country's requirements, including any necessary vaccinations, tests, or treatments. We recommend creating a schedule to make sure all requirements are met within the specified timeframe.

Every country has its own set of health requirements for pets that may require your pet to get a microchip, specific vaccinations, or undergo certain tests. The USDA requirements pages provide essential information for civilians, military service members, brokers, pet shipping companies, and accredited veterinarians.

See the USDA website for the Pet Owner Worksheet for Preparing Visit with Accredited Veterinarian to Complete Health Certificate

#### How do I Get My Pet's Health Certificate Endorsed by **USDA?**

If the destination country requires a USDA-endorsed (countersigned and embossed/stamped) health certificate, work with your accredited veterinarian to complete, sign, and date the health certificate. The accredited veterinarian should submit the certificate to the USDA Endorsement Office in the Veterinary Export Health Certification System (VEHCS) on your behalf or provide the paperwork to you to submit to the USDA Endorsement Office.

#### When can I travel with my Pet?

Once the pet's health certificate has been issued by a USDA Accredited Veterinarian and endorsed by USDA (when required), finish any outstanding requirements.



Some countries allow treatments to be completed after endorsement.

For example, tapeworm treatment for dogs traveling to Finland, Ireland, Norway, UK and Malta.

Some countries require consulate approval or pre-notification. Airlines may have different or additional requirements. Check with your airline to determine what requirements they may have, if any.

Be sure all the required paperwork is completed correctly, and the health certificate(s) are endorsed (if needed). The original signed or endorsed paperwork must accompany your pet during travel. Electronic versions of documents will not be accepted by officials of the destination country.

You are now ready to travel with your pet!



Dr. Roy Young Young R. Kwak, DVM, Ph. D.

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