

MARK HALL
Vice President, Partnerships
Three Leaf Productions, Inc.



Three Leaf Productions, Inc. is a certified minority-owned business, specializing in print management, marketing and fulfillment services. President and CEO Ron Stokes purchased ST Graphics in 2003.

“We knew this would be a good idea because the company already had a supplier base of printers and product managers as well as a national footprint,” said Mark Hall, vice president and partner. “But we wanted to diversify ourselves.”

With new technology and changing times, Three Leaf Productions knew success was soon to follow.

“We changed our image from print to marketing project managers. Now we manage all aspects of branding projects,” Hall said.

WHY THE COLUMBUS CHAMBER?

In 2008, Stokes and Hall decided to join the Chamber as a way to reach back to the community and found much more along the way.

“We wanted to touch what was going on around us,” Hall said. “The reputation the Columbus Chamber has really made our membership a no-brainer. We knew we needed to tap into the resources and support they offer.”

Three Leaf is a member of the Membership Engagement and Outreach Committee where it is tasked with identifying the needs of the membership so that the Chamber is more proactive toward the needs of the members.

THE RESULTS

“Although you have to pay a fee to participate, the information and people you have access to make it completely worth it,” Hall said.

“Participation has given us an entry point to communicate with companies like Columbia Gas of Ohio, Worthington Industries and OhioHealth, with whom we have recently had the opportunity to do business with. Developing relationships like these is key to our success.”



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-Mark Hall

The company's leadership was recently recognized as a 2010 Small Business Leader Award recipient for its success and contributions, innovations and inspiration. Three Leaf always tries to represent itself at as many Chamber events as possible.

"It's about meeting people," Hall said.

"Large corporations always question 'Can I trust that this company will be around tomorrow?' And it's challenging to root a reputation like that being a small business, but just being member of the Columbus Chamber helps us compete with other larger companies. By talking with people and making connections and relationships at events like the Clambake and the Business2Business Network Expo, we establish our reputation with the larger companies that fuel not only our own growth but the growth of the Columbus Region."

According to Hall, being a member is beneficial to any company's bottom line.

"By growing, we are able to become a better company. We can diversify the products and services we can offer our clients, including other members of the Columbus Chamber," he said.

ADVICE

The Chamber offers more than networking and connections too.

"I suggest taking advantage of the affinity programs available through the Chamber," Hall said.

"You need the best benefits like health care at the best rate in order to attract the best employees to produce the best work for your business."

Hall also suggests getting involved in different committees and councils.

"They offer so many resources if you take the time to get involved," Hall said. "Being a member of the Chamber benefits us as members more than it benefits the Chamber."

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