

MARCH 2023 NEWSLETTER

4 Ways to Attack (and Attain) Your Business Goals

When you run your own business, you're the person deciding on the direction. You're in control of start dates and marketing promos. You're the one who must hold yourself back from the shiny object syndrome.

And yet, so many of us fail on that last one and it's easy to understand why.

Open your social media feeds or search on the internet for business advice and you'll find dozens of articles that tell you what you need to be doing for your business this year—things you need to implement, apps you need to download, widgets needed on your website, and a host of other projects you would be remiss not to implement immediately.

And they all sound so wonderful. Things your audience will love, will drive more sales, help you become better known.

But if you take off in hot pursuit of them all, you won't accomplish any of them.

Pick a Goal, Pick a Timeframe

Yes, there may be many things you need or want to do for your business, but you have a better chance of completing them if you concentrate on 1-3 goals at a time. If

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President's Message

Jay Woodrum

We are already approaching the end of the first quarter, so it is safe to say this year will fly by like all the others. So, what are you doing differently this year to make an impact either in your business or your community? Are you opening a new location, maybe hiring some new key staff members, or perhaps implementing a new business strategy?

Don't let the daily hustle distract you from growing your business. If you have a plan or idea to grow your business in 2023, be intentional about taking the steps to make it happen. If you don't get started, it will never happen. Work on achieving small micro goals that will lead to your larger overall goal for the year. Inform your staff about your plans and get everyone excited to make your thing happen.

At the Chamber, we are excited about some new things we are adding to the EXPO & TATSE and the Awards Banquet. At the EXPO we will have a lot of great entertainment throughout the day, along with amazing food available at the Taste, but we are most excited about the Easter Egg Hunt and the joy it will bring the kids in the community. Make sure to bring your family out to experience that.

The Awards Banquet will have some amazing entertain-

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UPCOMING EVENTS

MARCH 8th LUNCHEON

12:00-1:00 Luncheon
Coz's Restaurant
Meeting Room

PROGRAM

Evan Hall
"Back to Our Roots"

EXHIBITOR

Memorial Health

Member cost \$15
RSVP by Tuesday, Mar. 7th

MARCH 13th TOWN HALL

6 p.m.
First Baptist Church of MTZ
First Baptist Church of Mt. Zion

MARCH 17th

Regular Priced Booths, Taste
Contracts, and Scholarship
Applications Due

APRIL 12th LUNCHEON

"Problem Solving with
Marketing"
Karalee Misner



Member
Spotlight



Decatur
**Memorial
Hospital**

The Mt. Zion Chamber of Commerce loves their member businesses and wants you to learn more about them, too. Here's this month's Member Spotlight: Decatur Memorial Hospital is part of Memorial Health and is a community-based, not-for-profit hospital that provides inpatient, outpatient, primary and specialty care, home health and hospice services to our community in Decatur and surrounding areas. The guiding mission at DMH is to improve lives and build stronger communities through better health. DMH has been serving the community since 1916.



March Luncheon



The March 8, 2023 luncheon will be in the meeting room of Coz's Restaurant located at 1404 Village Parkway in Mt. Zion. Evan Hall, President of the Macon County Fair Board, will present "Back to Our Roots". He will provide a door prize for a Cash Bash Ticket.

Evan Hall joined the fledgling and new Macon County Fair Board in 2016. Since the fair's collapse in 2013, the new board was formed to attempt and rebuild the county fair, with the help of the local Farm Bureau. Since he began on the board, they have pulled the fair out of debt, and have over \$400,000 in liquidity. Evan will talk about how the fair is being brought back to its glory days, what exciting events are planned for the fair, and other uses being planned for the fairgrounds.

The Macon County Fair is a 167-year-old institution that began in what is now Fairview Park, and was moved to the current grounds in 1954. The mission of The Macon County Fair is to promote agriculture in Macon County and to educate our residents about local agriculture. Decatur IL is the world's largest Ag Economy, and the fair board feels that our county fair should naturally grow to be the best in the state.

The cost of our luncheon on March 8th is \$15. The luncheon starts at 12 noon; registration is from 11:30 – 12 noon. You can start going through the buffet line at 11:45 a.m. We will be having Coz's delicious fried chicken; there will be some tilapia for those observing Lent. Please enter the Coz's meeting room using the side door on the north side of the restaurant.

Please send your RSVP to mtzionchamber@gmail.com by Tuesday, March 7th to submit your reservation at <https://www.mtzionchamber.org/events/meetings/>. If you are paying in advance on the website, be sure to send me your RSVP information with all the names of those attending from your business or organization. Optionally, you can still be invoiced or pay at the door.

2022-2023 BOARD OF DIRECTORS



President - Jay Woodrum
Peerless Cleaners & Restoration



Vice President - Allie Braden
Traditions Health



Treasurer - Danielle Diskay
Decatur Family YMCA



Secretary - Ashley Batchelder
Mt. Zion District Library



Zach Anderson - Bolen, Robinson
& Ellis LLP (BRE Law)



Tom Courson - Field Level
Agriculture, Inc.



Shelly Costello - Decatur
Earthmover Credit Union



Laura Jones - Outgoing Officer
Advisor, Vieweg Real Estate



Linda Harper - Administrator
Mt. Zion Chamber of Commerce



Jodi Lockwood - Vieweg Real
Estate



Dan McNeely - Dimond Bros.
Insurance, LLC



Kim Rhodes - Physicians Choice
Wellness



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ment with Howling at the Moon Dueling Pianos throughout the evening accompanied by amazing food as always. We have added 4 new award categories, and the nominations are open so please make sure to go online and nominate businesses/individuals. You won't want to miss this event this year!

As always, the Chamber is here to serve you and your business. Please let us know how we can help or what we can do better.

Sincerely,
Jay Woodrum, President

Town Hall

Join us as the Mt. Zion Chamber of Commerce hosts a Town Hall meeting to discuss the Mt. Zion Fire District referendum to add an ambulance service that will be on the April 4, 2023 election ballot.

This Town Hall will be an open question and answer format with a panel consisting of representatives from our Fire Department, along with local government and others. With this Town Hall event, we wish to educate our chamber members and others in the community on the proposed referendum and what it means for them and our community.

Below is the excerpt of the proposed question that will be on the April 4th ballot:

"Shall the Mt. Zion Fire Protection District levy a special tax at a rate not to exceed .40% of the value of all taxable property within the district as equalized or assessed by the Department of Revenue for the purpose of providing an ambulance service?"

This Town Hall event will be held March 13th, starting at 6:00pm at First Baptist Church of Mt. Zion located at 720 W. Main St, Mt. Zion, IL 62549. Everyone is welcome to attend.

2023-2025 Board Slate

In accordance with the By-Laws of the Mt. Zion Chamber of Commerce, President Jay Woodrum appointed a Nominating Committee, which has submitted the following list of eligible candidates to fill five (5) two-year vacancies that will exist at the close of May 31, 2023. Only one vote is allowed per membership and the member must be in good standing at the time of election. The election will be held at the March 8, 2023 luncheon at Coz's Restaurant.

Here are the five names that have been nominated for the term of June 1, 2023—May 31, 2025 Board of Directors;

*indicates incumbents (second consecutive two-year term):

:

Allie Braden*

Shelly Coslow

Danielle Diskey*

Chad Hatayama

Kayla Marsh

Traditions Health

Decatur Earthmover Credit Union (first two-year term)

Decatur Family YMCA

ApexNetwork Physical Therapy (first two-year term)

Hickory Point Bank & Trust (first two-year term)

You can nominate more candidates from the floor and have them added to the ballot at the March 8th luncheon.



2022 Mt. Zion Chamber Award Nominations Open

We need everyone to take a few minutes to nominate businesses or individuals for the 2022 Awards; any employee of our MZCC member businesses or organizations can nominate. Please nominate in more than type of award. The 2022 Mt. Zion Chamber Awards are due April 3, 2023. The form is located in this newsletter on [pages 9 & 10](#) and is online at <https://www.mtzionchamber.org/2022-mt-zion-chamber-award-nominations/>.

March 17th Deadlines

Mt. Zion Expo Sponsorships <https://www.mtzionchamber.org/wp-content/uploads/2023/01/2023-April-1-Expo-and-Taste-Sponsorship-Packages.pdf>

Mt. Zion Expo Booth (only \$250) <https://www.mtzionchamber.org/wp-content/uploads/2023/01/2023-EXPO-Contract.pdf>

Mt. Zion Taste <https://www.mtzionchamber.org/wp-content/uploads/2022/11/2023-TASTE-Contract.pdf>

College Scholarship <https://www.mtzionchamber.org/wp-content/uploads/2023/01/MZCC-Scholarship-Application->

Online Auction Items Needed



WE NEED YOUR HELP

Everyone can join in.....



This year for the Annual Meeting & Awards Banquet we are going to have an Auction Fundraiser. Get creative and have some fun by donating a "themed" basket, a gift card, or an item to help us raise money for future charitable giving. Drop off your Auction items at Mt. Zion District Library by **March 24th**. See [page 11](#) for more information.



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you have more than three things you want to institute in your business this year, you can still do them after you complete the first three. Some professionals have new goals each month, quarter, or every six months.

Treat business goal setting the way you do eating. Don't pile mounds on your plate just because it looks delicious. Take one helping first and when you're finished with that, come back for more.

Cluster Your Goals

If you have an auspicious agenda this year, cluster the goals that naturally fit together. For instance, if your goals are more followers on social media, being consistent in your blog posting, and implementing a new training program for your employees, know that the first two can easily be stitched together as good blog content gives you something valuable to post to social media (and thus, get more followers). The third goal is better as a standalone.

Select a Quarter for New Launches

My writing business has two facets—business marketing writing and fiction writing. My business writing trumps my fiction writing because it pays the bills. But my fiction will never have a chance to pay the bills if I don't give it the attention it needs to take off. The same may be true for an area of your business. For instance, perhaps you own a food truck, and you've considered adding a brick-and-mortar location. If those thoughts are just thoughts, your café will never take shape. You must open to see if your business idea will work.

But there's a lot of planning involved before you can do so. Pick a quarter (or season or even a month) and dedicate your free time during that period to work the pieces you need to get closer to your launch goal.

Which brings us to...

Schedule Time and Purpose

It's great to use free time to explore ideas for your business but your free time is likely limited, and it can be frustrating to save something for your free time only to be discouraged when your free time is usurped by something else. That's why you also need to set aside time in your schedule each week for goal attainment.

This is not an hour set aside to *think* about your idea, although that is a necessary thing early on. But if you want to be successful in meeting your goal, you need to map out what it will take and break that up into smaller, attainable pieces that you can schedule. In our restaurant example, a task might be listing all the restaurants in an area of town you're considering for your café. It might be reaching out to the local chamber to find out what development projects are in the works. Whatever you assign for this time should be measurable. At the end of your time block you should know whether you accomplished it or not. If your goal was *thinking* about opening your restaurant, you may have done that but there is no end point. You could "think" about it for the next decade. However, if your task was to call three landlords for potential spots, you know definitively whether that was completed or not.

Pick 1-3 things that will advance your business and map out how you will get there. Then assign time to make it happen. We all get excited about ideas, but the real excitement should lie in your ability to accomplish them. That starts with making the most important ones a priority. Just like in your personal life, you make things a priority by giving them your undivided attention.

[Christina Metcalf](#) is a writer/ghostwriter who believes in the power of story.



EXPO & TASTE

**MT. ZION
CONVENTION
CENTER**

**Saturday
April 1, 2023
9AM - 2PM**



**FREE ADMISSION
VENDOR INFORMATION & DRAWINGS
IMPACT BLOOD MOBILE 10 a.m.-1:30 p.m.
CHANCE TO WIN \$250 GOLDEN TICKET EXPO GAME
Sponsored by Scott State Bank--Drawing at 1:30 p.m.**



**STAGE ENTERTAINMENT (11-1:30):
11 a.m. Decatur Brazilian Jiu Jitsu
11:30 a.m. Easter Bunny's Fun Time Show--Gary Strong Marionettes
12 noon Shop On Main Fashion Show
12:30 Mt. Zion High School's Premium Blend and Class Act Barbershop Quartets
1:00 Studio B Legacy Competition Team**

**TASTE VENDORS (11-1:30):
Coz's, El Corral Mexican Restaurant, Kitchen of Doris Yoder, Subway, Pepsi and more . . .
TASTE TICKETS \$7 for 5 tickets**

FUN FOR THE KIDS:

- Fire Truck & Squad Car on Exhibit Outside
 - 9:30 a.m. Easter Egg Hunt Sponsored by Decatur Earthmover Credit Union
 - 10 a.m. – 12:30 p.m. One Free Picture with Easter Bunny at Photo Booth sponsored by The Party Shop
 - 11 a.m. Easter Story Time by the Mt. Zion District Library Booth
 - 1 p.m. Easter Coloring Contest Winner Announced Sponsored by Eagle Ridge of Decatur.
- Pictures and contest details at www.mtzionchamber.org

EXPO GOLD SPONSORS



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Hospital**



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EXPO & TASTE

**MT. ZION
CONVENTION
CENTER**

**Saturday
April 1, 2023
9AM - 2PM**

MT. ZION EXPO EASTER COLORING CONTEST

Sponsored by Eagle Ridge of Decatur



MT. ZION EXPO EASTER COLORING CONTEST INSTRUCTIONS

- The contest is open to all children. Select your picture from these three categories:
 - 1-4 years of age
 - 5-8 years old
 - 9-12 years old
- Pick up an Easter Coloring page from the Mt. Zion District Library or download from <https://www.mtzionchamber.org/events>.
- Crayons or colored pencils may be used.
- Color your page before you bring it to the Expo to turn it in; no coloring at the Expo.
- Turn in your coloring page entry by 11:00 a.m. on April 1, 2023 to the Photo Booth at the Expo & Taste at the Mt. Zion Convention Center. (Expo opens at 9 a.m.)
- Only one entry per participant.
- Prize Winners Announced from the Expo Stage at 1 p.m. April 1, 2023. (One special prize per age group.)

MORE FUN FOR THE KIDS AT THE EXPO

- Fire Truck & Squad Car on Exhibit Outside
- 9:30 a.m. Easter Egg Hunt Sponsored by Decatur Earthmover Credit Union
- 10 a.m. – 12:30 p.m. One Free Picture with Easter Bunny at Photo Booth sponsored by The Party Shop
- 11 a.m. Easter Story Time by the Mt. Zion District Library Booth
- 11:30 a.m. Easter Bunny's Fun Time Show on Expo Stage--Gary Strong Marionettes
- 1 p.m. Easter Coloring Contest Winner Announced on the Expo Stage



2022 ANNUAL AWARDS NOMINATION FORM

The Mt. Zion Chamber of Commerce is honored to celebrate our chamber members each year for their outstanding business practices and commitment to our community. This year, we have added new awards giving us a total of 6 award categories: Outstanding Business of the Year, Volunteer of the Year, New Business of the Year, Non-Profit of the Year, The President's Award of Excellence, and the NExT Awards.

Any employee of a MZCC Business or Organization is eligible to submit a nomination. Nominations must be for a Mt. Zion Chamber of Commerce Business or Organization; for individual awards like the NExT Award, the nomination must be for an employee of a Mt. Zion Chamber Business or Organization; our online Directory at [https:// www.mtzionchamber.org/directory](https://www.mtzionchamber.org/directory) has a complete list of our member businesses.

Complete each form below to cast your nomination. Please complete the Reason(s) blank; if you need more room, you may attach another page for each nomination's reason(s). Nominating of one's self or one's own business is not permitted. Nominations that have nothing in the Reason(s) portion, will not be considered. Whether you fill out one or more nominations below, you must fill out the section called ***Nominator's Section*** on page 2. Also see the ***Instructions for Nomination Submission Section*** at the bottom of page 2.

Outstanding Business of the Year

The Outstanding Business of the Year Award is awarded to the Mt. Zion Chamber of Commerce business that has the most positive economic impact and/or support for the community. This business should also show established or potential longevity in the community, and continual support/service to the chamber.

Business Nomination _____

Reason(s) _____

New Business of the Year

The New Business of the Year Award is in recognition of a business that has joined the Mt. Zion Chamber of Commerce within the last 12 months and has had a positive economic impact and/or supports the community.

Business Nomination _____

Reason(s) _____

(Continue to Page 2 for more Award Nomination Categories)



Non-Profit of the Year

The Non-Profit of the Year Award recognizes a Mt. Zion Chamber of Commerce non-profit organization that has had great impact on the community over the last 12 months.

Business Nomination _____

Reason(s) _____

The NExT Awards

Young professional individual (under 40) from Mt. Zion Chamber Businesses that display leadership, creative business practices, and/or are making significant contributions and commitment to their community.

Nomination of Individual (full name) _____

Reason(s) _____

**Volunteer of the Year & President's Award of Excellence is not nominated but selected by the Chamber.*

Nominator Section

Nominated by (print): _____

Nominated by (signature): _____ Date: _____

Your Company's Name (print): _____

Your Company Email Address: _____

Instructions for Nomination Submission Section

- Optionally, you can complete online nominations at <https://www.mtzionchamber.org/about/awards/>
- Or complete this form, print and sign you name and business represented
- Scan and Email to: mtzionilchamber@gmail.com
- Or mail to: Mt. Zion Chamber of Commerce, P.O. Box 84, Mt. Zion, IL 62549
- Deadline to submit is: April 3, 2023

The Chamber will review all nominations and select the winners. The winners will be announced at the Annual Meeting & Awards Banquet on April 20, 2023.

P.O. Box 84 - Mt. Zion, IL 62549 – (217) 864-2526 – mtzionilchamber@gmail.com



2023 Online Auction



We need your help with a donation of some items and/or basket for our Online Auction. The Annual Meeting & Awards Banquet this year is on Thursday, April 20, 2023. Leading up to our banquet, we will be having an Online Auction; during the banquet we will display all the auction items to have a Hybrid Online & Silent Auction so that bidding can continue until 7:30 p.m. The monies raised go toward our charitable giving and college scholarships.

Please let me know what your company or organization can donate this year by filling in the Online Auction information below in an email by March 17, 2023:

Business or Organization Donating Item:

Title of Auction Item:

Description:

Value:

Online Auction items can be dropped off at the March 8th Mt. Zion Chamber luncheon or to Ashley Batchelder at the Mt. Zion District Library by March 17, 2023 by 10 a.m. Email me at mtzionilchamber@gmail.com to let me know when you have dropped off an item at the library. If you would like me to pick it up, just let me know. The Online Auction will begin March 24, 2023.

After all the items have been photographed and uploaded to the online auction website, I will send out a link to our online auction to the membership.

Get creative and have some fun donating a "themed" basket. Here are some items from previous years:

- Backyard BBQ
- BBQ Time Basket
- Date Night Package
- Free Room
- Gift card
- Gift Card and Product
- Kindle Fire
- Kittie Cat Basket
- Necklace
- Pamper Yourself Basket
- Party Basket
- Product or Service from your company
- Reader's Delight Basket
- Rejuvenation Basket
- Relaxation Package
- Spring time Package
- Sweet Treats
- Tastefully Simple
- Wine and Garden Basket
- Wine Basket
- Wreath
- Yogi Bear Picnic Basket

2023 Mt. Zion Chamber of Commerce Online Auction Donation

We need your help with a donation of some items and/or basket for our Online Auction for our Annual Meeting & Awards Banquet. Please email mtzionilchamber@gmail.com and let us know what your company or organization can donate this year and provide all the information below or fill-in the Online Auction information below, print this out, and turn it in when you drop off your item:

Business or Organization Donating Item: _____

Title of Auction Item: _____

Description: _____

Value: _____

Thank you for your help.

BLOOD DRIVE



Every day, patients who need blood are in crisis and you can help by volunteering to donate. Less than 10% of the population gives blood, so your donation is very important in order to meet patient needs.

Will you give?

Mt. Zion Chamber of Commerce Blood Drive

Saturday, April 1st from 10:00 am – 1:30 pm

Bloodmobile at the Mt. Zion Convention Center
1400 Mt. Zion Pkwy

Must schedule an appointment in advance. To schedule an appointment, [click here](#)
or go to https://login.bloodcenter.org/donor/schedules/drive_schedule/118545
or call ImpactLife at 800-747-541. Appointments required.

All presenting donors get their choice of a cooler tote or a \$10 gift card!

(\$25 gift card if you are a first- or second-time donor.)



Expo and Taste

April 1, 2023

Gold or Silver Sponsorship Packages Due February 28, 2023
Early Bird Sponsorships & Booths Payment Due February 17, 2023

	Gold Sponsorship \$650	Silver Sponsorship \$400	Booth Space \$250/Early \$200 Non Member: \$425/Early \$375
Booth space	Two 8x8 booths Electricity included	8/8 booth Electricity available \$25	8/8 booth Electricity available \$25
Sponsor Promotion	Designated as Gold Sponsor at Event	Designated as Silver Sponsor at Event	
Sponsor publicity	Sponsor name announced at Event	Sponsor name announced at Event	
Sponsor Inclusion	Sponsor name and logo on all Expo communications.	Sponsor name and logo on Expo communications.	
Sponsor inclusion in Pre-Expo event advertisement	Sponsor logo on Expo flyer & newspaper ad. Sponsor logo on all Expo email and social media messages. Email blast your ad & on Chamber Facebook page.	Sponsor name on Expo flyer Email blast your ad	
Early Bird Pricing If registered and paid before Feb. 17, 2023	\$600	\$350	\$200 member \$375 non member

Business Name & Contact Name: _____

Gold: _____ Silver: _____ How Many Booths: _____ Electricity: _____

Email: mtzionilchamber@gmail.com

Mail Payment to: P.O. 84, Mt. Zion, IL 62549

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Jim Cleveland Home Team

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www.DecaturHomes.com



For more information about our properties, call Jim at 217-433-1144

ACTIVE LISTINGS

Address	Details	Price	MLS #
2142 E Johns Ave	Investment property!! 2 bdr/1 bth	\$22k	6223475
1613 E Prairie Ave	REDUCED PRICE! 2 bdr/1 bth/investment property/1 car garage	\$23k	6222566
270 E Mueller Ct	LAND/LOT Gated subdivision/.65 acres	Upper \$20's	6223435
724 W Prairie Ave	REDUCED PRICE! 3 bdr/1 bth/historic West End home/ As is!	Upper \$20's	6222568
1245 E Willard Ave	REDUCED PRICE! 2 bdr/1 bth/2.5 car detached garage/remodeled interior	Lower \$40's	6225703
1627 W Harrison Ave	REDUCED PRICE! 3 bdr/1.5 bth/2.5 car garage/fenced yard Home Park	Upper \$60's	6225256
157 W Andrews Macon	NEW LISTING! 2 bdr/1 bth/.36 acres/4+ detached garage/Meridian Schools	Upper \$60's	6225891
131 Isabella Dr	3 bdr/1 bth RANCH South Shores/1.5 car garage/new HVAC	Upper \$80's	6225242
27 Arizona Dr	NEW LISTING! 4 bdr/2 bth/North Decatur/RANCH/beautifully remodeled	\$109k	6226165
462 W William St	COMMERCIAL LISTING -Downtown Decatur/2525 sq ft/multi-office space	Upper \$120's	6225720
820 S McKinney Ln	REDUCED PRICE! 3 bdr/3 bth/indoor - inground pool/hot tub/.95 acres	Upper \$160's	6223224
700 & 726 E Cerro Gordo	COMMERCIAL LISTING -2 bdr/7 bth/22920 sq ft/3 floors/freight elevator	\$224k	6225030
5605 Elliott Ct	REDUCED PRICE! 3 bdr/2.5 bth/ LOG HOME/2.15 acres/outbuilding	Upper \$270's	6225698
10906 Hibbard Rd Macon	3bdr/2 bth/RANCH/1.5 acres/2 story outbuilding	Upper \$290's	6225301

Active/Under Contract Listings

2038 E Cleveland Ave	NEW LISTING! 2 Bdr/1 bth/remodeled interior/gas fireplace/1.6 car garage	Upper \$40's	6225571
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Pending Listings

90 Webster Ct	INVESTMENT PROPERTY	\$9K	6220876
1840 Buckhead Lane (LOT)	LOT	\$39K	6222659
104 Graceland Ct	UNDER CONTRACT IN 16 DAYS!!	\$64K	6225515
345 S Bell St Mt Zion	UNDER CONTRACT IN 1 DAY!!	\$126K	6225875
296 W Dunn St Macon	UNDER CONTRACT IN 42 DAYS!!	\$42K	6225473



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