





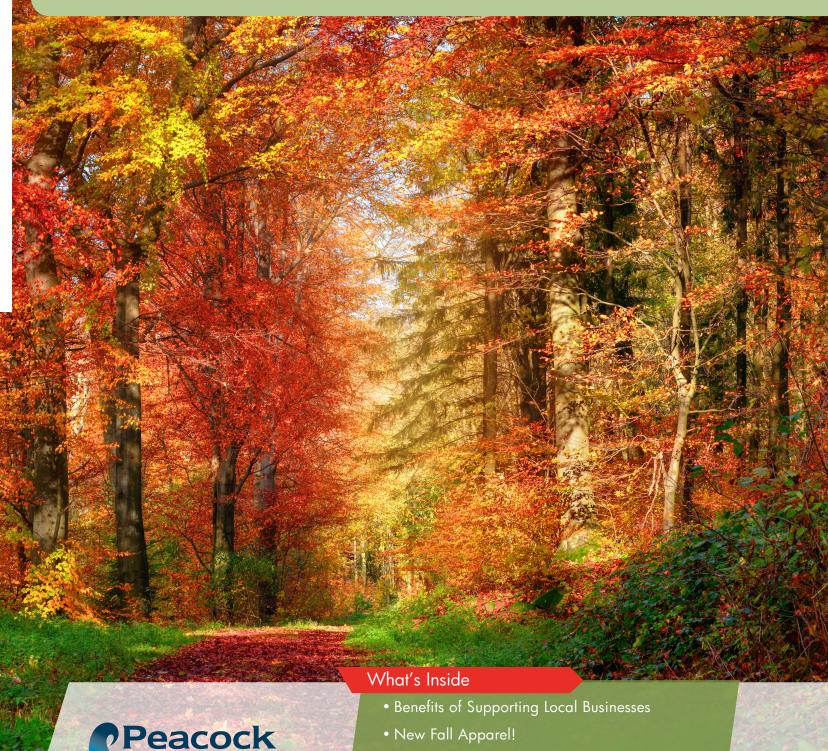
Happy October! This month is known for many qualities: cool fall weather, pumpkin carvings and the ever-favored hay rides. October is perfect for apple picking, big sweatshirts and toasty hot chocolate as we prepare for the cold winter ahead.

For small businesses and individual professionals, October provides the perfect opportunity to increase your marketing efforts, connect with potential customers and grow your organization. Are you feeling stumped on how to market this October? Check out our 10 ideas to get started marketing and 3. Decorate your storefront. Go all out and have some fun with growing this month.



- Hold a costume contest. Because who doesn't love a good old fashioned costume contest during October, right? It gets customers engaged, having fun and intrigued with your
- Sponsor a Halloween event. If you're not into the costume contest idea, a simple Halloween event is always a good route
- 4. Give out Halloween goodies. More than just candy, giving away Halloween goodies is a spooky way to interact with customers and remind them of your business. Don't be afraid to throw in some swag items branded by your company!
- 5. Do trick or treating. Whether it's handing out business cards with candy or keeping your storefront open, trick or treating is a great marketing opportunity for your business.
- 6. Give back to a cause. October is the perfect month to support various causes in your community (e.g. Breast Cancer Awareness Month, Domestic Violence Awareness Month, National Diabetes Month). Give back to a cause this October and increase marketing efforts.

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Awesome Autumn Activities in Southern Illinois

• 6 Sweet October Marketing Ideas

BENEFITS OF SUPPORTING LOCAL BUSINESSES

Strengthen your local economy.

independent business, 3x more money is returned into the local economy, compared to that spent at a larger chain (50x more compared to an online retailer). This money is going right back into the community you live and work in, helping to support valuable programs for yourself and your family.

Small businesses often give back to the community in other ways, whether donating, buying or financially backing other independent groups. When small businesses are strong, the community and local economy are strengthened as well.



create more jobs.

locally, but you also help to create more jobs. According to the Small Business Administration, the 28 million small businesses in the U.S. have provided 55% of all jobs and 66% of all new jobs option. When it comes to choosing local businesses, since the 1970s.

These jobs could go to your friends, family or neighbors—people helping you, too. Whether it's who would probably experience much more competition at a large chain store. Or, these jobs could go to you, just from doing building a better world for your part to support the community.

Reduce environmental impact.

Locally owned businesses often make more local purchases for a little support too. their products, requiring less transportation and outsourcing. They typically consume less land, are located closer to residents and create less traffic and air pollution. All of this leads to less congestion, less habitat loss and less pollution. While this may not impact you immediately, it can definitely impact your children and grandchildren in the future.

Lower your taxes.

According to Civic Economics, for every dollar you spend at an Everyone loves lower taxes, and supporting your local businesses can help do just that. With small businesses, more efficient land use and more central locations puts less demand on roads, sewers and safety services. Even more, independent businesses often generate more tax revenue per sales dollar. This means a greater percentage of local businesses helps to keep your taxes lower, as compared to mega-stores.

Improve your family's health.

When it comes to buying produce and choosing places to eat, local food distributors and restaurants are often the healthier choice for yourself and your family. According to GrubMarket, buying local foods has numerous health benefits, opening you up to the world of chemical-free fruits and vegetables, grassfed Not only is your local economy strengthened when you shop meats, fresh eggs and dairy provided by grass-fed cows. This means you and your family can enjoy a tasty meal, while supporting the local community and choosing the healthiest

helping the community means aiding the economy now or future generations, small businesses are here for you. But first, they need

GET EXCITED ABOUT NEW APPARELS



Mt. Vernon October 25 Put on your best costumes and take a stroll through downtown Mt. Vernon as the streets fill with trick-ortreaters! Local businesses will gather along 9th Street in Mt. Vernon to pass out festive treats and goodies from 5PM - 7PM.

Marlow's Pumpkin Patch

Everyday through October 31 Opdyke Family fun every day of the season! Marlow's invites you and your loved ones to come out and enjoy free activities, with no obligations to spend any money. They are a safe, fun place for people and their loved ones to make their fall memories at, regardless of budget. Enjoy the playground equipment, farm animals, the haunted barn, hayrides, pumpkin picking, and more! Open Monday through Saturday 9AM - 6PM. Open Sunday 12PM - 6PM.

Organ Farms

McLeansboro September 22-October 31 Enjoy some fall country fun this year at Organ Farms! Take a stroll through the corn mazes, hitch a tractor-pulled hayride, see farm animals at the petting zoo, relax in the picnic area, play some fun games, visit the gift shop, or a pick a pumpkin... and don't miss out on the fall festival! Open Monday to Friday for groups. Open Saturdays and Sundays from 10AM - 6PM.

Millstadt Wed-Sun until October 31 Fun for the entire family awaits you at Eckert's Millstadt Farm. Whether you're looking to pick your own apples and pumpkins or ride down a giant undeground slide, this is the place to be. Enjoy concessions, pig races, the corn maze, pony and parakeet encounters, and more! Open Wednesday through Sunday 9AM - 6PM.

AutumnFest Arts and Crafts Show

Carterville *November 11 & 12* Annual craft fair with approximately 8,000 attendees shopping for the perfect gift on their holiday shopping list! The 48th Annual AutumnFest is a juried event with over 120 exhibitors of handcrafted arts, crafts, and specialty foods. It is held on the second full weekend of each November. Saturday, November 11th from 9AM -4PM and Sunday, November 12th from 10AM - 4PM.

Festival of Trees - Cedarhurst Center for the Arts Mt. Vernon November 18 & 19 Browse the decorated Christmas trees during The Lights! Admission to The Festival of Trees is

included with all admission tickets Saturday and Sunday 5PM - 9PM. Visitors view for free 11AM -4PM, and are welcome to bid for the chance to take home a tree.





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Hooded Sweatshirt



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Men's Glacier Insulated 3-Layer Fleece Bonded Soft Shell Jacket with Detachable Hood

North End®



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