

Charlottesville Business Exchange
Minutes
February 11, 2016

Dennis Kidd called the meeting to order. In attendance were: Dennis Kidd, Paul McArtor, Larry Miller, Dan Elash, Mike Kruse, Bill Rudd, Maggie Morris, Todd Jenkins, Maria Gallery, Angelo Jennings, Stacey Norris, and Terry Campbell. Stuart McClintic, Blanton Bryant and Patti Heckel were staffing the table at Quadriplicity.

Dennis reminded us that our stated philosophy is that we are driven by the ideal of honesty, integrity and respect for each other. But he feels we should also add excitement to those ideals. Excitement in our businesses is when things are fun.

We had no guests and given the topic of Dr. Dan's exercise for us we did not do infomercials.

Officer Reports

Treasurer: Last week we reported 6 RBs, 3 Referrals, and \$850 in closed business. Year to date we have \$660,985 of closed business reported. Quadriplicity is going really well with a lot of interest in CBE. We have had some organizational issues and will record the lessons learned for next year.

President: We need to ensure last year's leadership team passes on any documents, notes, lessons learned etc to the new leadership team. If any former members have any information to pass along please do so.

Education: Dr Dan introduced today's exercise. Part of the purpose of CBE is to “foster constructive business relationships...through trusted referrals from trusted people”. To accomplish this purpose requires us to cooperate, collaborate and commit to knowing each other's business goals, ideal clients and practices well enough to confidently refer each other.

To this end we need to know many things about one another but today's exercise was to open up two of the things we need to know: what are your business goals and what strengths do you bring to CBE that can help other members. The remainder of the program was a discussion for those goals and strengths.

The information shared in this part of the meeting needs to be developed and expanded upon in RBs. So please schedule time to meet with each other.

There were a number of memorable points made throughout the process but one that sums up our need to know the skills and strengths we bring to the group is: “We need to use our resources and too often we fail to see that the members of this group are some of our resources.” Dr Dan Elash.