

Charlottesville Business Exchange
Minutes
28 January 2016

Meeting was called to order by President Dennis Kidd. In attendance were: Dennis Kidd, Dan Elash, Terry Campbell, Maggie Morris, Larry Miller, Paul McArtor, Greg Allen, Stuart McClintic, Libby Edwards-Allbaugh, Angelo Jennings, Blanton Bryant, Mike Kruse, Maria Gallery, Todd Jennings and three guests.

Opening Remarks:

Dennis reminded us that the philosophy of the CBE is built upon the ideals of honesty and integrity leading to respect for one another and trust in referring each others' business.

In keeping with this he asked that as we make our introductions about the table we keep our introductions to 1 minute.

The group expressed condolences to Bill Rudd in the loss of two family members in such close time. Bill and his family is in all of our thoughts and prayers.

Guests:

Frank Trimble of ProTech Restoration, LLC a business acquaintance of Stacey Norris. Frank found us through the website. Jennifer McArtor with Rodan and Fields and an adjunct professor of Social Work at Saint Leo University, guest of Paul McArtor. Our guest speaker, Sue Liberman, President and Chief Executive Officer of Martha Jefferson House invited by Maggie Morris.

Reports:

Maggie Morris reminded those who are participating with the CBE table at Quadriplecity to get payment of \$25 into her by the next meeting. All members can provide brochures and brochures need to be turned in by the next meeting as well.

Maggie also introduced a new form to be used by members to report referrals, RB's and closed business. Forms should be turned in at the meeting even if there is no activity to report since they will also be used to record attendance.

Paul McArtor reported the upcoming schedule. Stuart McClintic has the member focus next week. Dr. Dan February 11, Patti Heckel February 18th and guest speaker Susan Stimart of Albemarle Economic Development who will discuss what is available to assist businesses impacted by the Rio Rd – Route 29 intersection development.

Educational Moment:

Dr Dan Elash gave us his usual great presentation. Today's topic was Self-Fulfilling Prophecy. Self fulfilling prophecy is created by our positive or negative expectations. These are created by taking others' comments about us as truth or by our own self talk. How we address obstacles is impacted by these two prophetic statements about us. For example how our brains function if we say to ourselves "I can't" vs "I don't know how to do that right now." The latter results in sub-conscious problem solving

while the former leads to defeat before we begin. The good news is we can choose how we respond and can change our expectations through consistent effort. To learn more see Dr Dan or google “Law of Attraction.

Guest Speaker:

Our guest speaker was Sue Liberman of Martha Jefferson House. Martha Jefferson House is the oldest retirement community in Charlottesville with its start dating back to 1957. Martha Jefferson House offers the full continuum of care. However, Sue was here to speak to us about how to work with seniors.

By seniors Sue means over 80. She gave her presentation through a 20 question true false “quiz”. By learning about the facts and myths concerning aging we can all address the most rapidly growing age population in the country in a more appropriate manner.

Announcements:

Libby Edwards-Allbaugh announced that PVCC is offering a number business and continuing education type classes such as how to use LinkedIn. Most are very reasonably priced. You can find the Spring 2016 Class Schedule online at www.pvcc.edu. Click on Workforce Services and then on the 2016 Spring Class schedule and it will bring up a pdf of the brochure.

Angelo Jennings brought up a service call Periscope that allows live feed broadcasting. Periscope is owned by Twitter. There is a good Wikipedia article about the app that details some of how it is being used.