

Charlottesville Business Exchange
Minutes
May 19, 2016

Dennis Kidd called the meeting to order. In attendance were: Dennis Kidd, Angelo Jennings, Blanton Bryant, Bill Rudd, Maria Gallery, Stuart McClintic, Paul McArtor, Greg Allen, Dan Elash, Stacey Norris, Todd Jenkins, Maggie Morris, Terry Campbell and Larry Miller

Guests:

Officer Reports:

President: Today's Brain Food "Avoid Mediocrity". To do so requires a strategy which Dennis defined as "a plan to obtain a specific goal". Dennis reminded us of our purpose which he paraphrased as giving and acting on referrals with honesty and integrity. He also reminded us of the renewal interviews. As we approach our renewal date someone from the membership committee will be contacting members for a renewal interview to allow for feedback about the group and to ascertain members intentions toward renewal.

VP Education: Paul gave the upcoming schedule:
May 26: Leslie from Verizon
Jun 2: Maria Gallery Member focus
Jun 9: Group Exercise
Jun 16: Larry Miller member focus
Jun 23: Frank from the Chamber
Jun 30: Group Exercise

VP Membership:

Treasurer: Last week we reported: 17 RB's, 8 Referrals, \$150 Closed Business. Kudos to Bill Rudd with 8 RB's. Year to date: 177 RB's, 45 Referrals, 14 guests, and \$77,631 in Closed Business

Secretary:

Announcements:

Educational Moment: Dr. Dan spoke in the subject of Pain. Pain generally spurs us to action but we often also avoid the pain and in doing so avoid the issue. We need to learn that when we are experiencing emotional pain we need to identify the issue and learn from it. This is how we improve. We choose to face the pain or avoid it; but, remember it won't get fixed if we don't address it.

Presentation: Maggie Morris gave us our member focus. Maggie grew up in North Reading Massachusetts through high school and then moved to Newport News where she resided until 2005. She started in the banking business in the loan department working her way up to become the loan director. She eventually realized her preference was to work with people and moved to working as the branch manager. She left us with two ideas about success: ask how can we help one another and always do the right thing.

There being no further business the meeting closed.