

Charlottesville Business Exchange  
Minutes  
June 30, 2016

Dennis Kidd called the meeting to order. In attendance were: Dennis Kidd, Maggie Morris, Todd Jenkins, Bill Rudd, Dan Elash, Larry Miller, Paul McArtor, Stacey Norris, Stephanie Dean, Laurence Mann, Terry Campbell

Guests: Wes Ammons and Justin Kinsey both of Duct Medic

Officer Reports:

President: Word of the day: Trust: reliance on the integrity, strength, surety, etc of a person. Trust is what we are all about. It supports our goal of developing trusted referrals for mutual growth

VP Education: Upcoming Schedule

July 7: Laurence Mann member focus

July 14: Group Exercise

July 21: Greg Allen member focus

July 28: Guest Speaker; Frank Squillace

Block Party at Larry Miller Law Group beginning 5PM

VP Membership:

Treasurer: Last week 12 RBs and \$5,500 in closed business with \$86,877.50 closed business YTD.

Secretary:

Announcements: Larry Miller is hosting a block party on July 28<sup>th</sup> beginning about 5 PM

Educational Moment: Combined with the Group Exercise

Presentation: Group Exercise getting to know one another better through Archetypes. Dr Dan introduced the Archetypes. Archetypes are elemental ideas of society. They were originally coined by Carl Jung and include: (1) The Innocent: motto: “free to be you and me”; they are idealists who believe doing the right thing leads to happiness. (2) The Explorer; “don't fence me in”; they are curious and want an authentic lifestyle that leads to a unique better world. (3) The Sage: “truth will set you free” they understand how the world works. (4) Hero: “where there is a will there is a way” they are strong, confident steadfast, trustworthy. (5) The Outlaw: “rules are meant to be broken”, they are rebellious, revolutionary, push social mores and are non-conformists. (6) The Magician: “it can happen”, search for fundamental laws and apply to achieve results, promises to make dreams come true. (7) The Regular Person: “all men and women are created equal” the guy or gal next door, think of the roles Jimmy Stewart played, value people and relationships, they are looking to fit in. (8) The Lover: “I only have eyes for you” tend to value the sensual, like to experience feeling good, will this be fun or something I can do. (9) Care Giver: love others as your self, looking for the good in others. (10) The Creator; “if you can imagine it, it can be done”, make something real from the imagination (11) The Ruler, “power isn't the everything, it is the only thing”, seeks power above all else, things will be fine if you do what I say. (12) The Jester; “you only live once” live in the moment with full enjoyment

We then listed what we believe to be our public and our private Archetypes. We had two sessions where we split up in to pairs to talk about what we perceive as our archetypes and reveal something

about ourselves to the other. We can count the exercise as an RB with the person we paired with.

There being no further business the meeting closed.