

Charlottesville Business Exchange
Minutes
July 7, 2016

Dennis called the meeting to order. In attendance were: Dennis Kidd, Maggie Morris, Blanton Bryant Jr., Jenn McArtor, Dan Elash, Stuart McClintic, Greg Allen, Paul McArtor, Maria Gallery, Stacey Norris, Larry Miller, Laurence Mann, Terry Campbell and Angleo Jennings.

Guests: Mike Uriss: Mike is a graphic artist and art teacher. His email is mikeuriss@gmail.com phone is (434) 296-5719

Officer Reports:

President: The word of the day is savvy: know, understand, commonsense, experienced and well informed. We strive to be savvy networkers and business people.

VP Education: Upcoming schedule:

July 14: group exercise

July 21: Greg Allen member focus

July 28: Guest Speaker Frank Squillace from the Chamber

Aug 18th: Dan Elash member focus

VP Membership:

Treasurer: We will begin invoicing members for renewals as the renewal approaches.

Secretary:

Announcements: Jenn McArtor is hosting a direct sales seminar in August for anyone involve in direct sales businesses

Educational Moment: Dr Dan spoke to how to prevent love from fading (1) Learn from hurt: don't just skim over the bad times but learn from them. (2) Accept what is said, don't analyze. Too often we over think and parse what is said to included complements. (3) Be open; we block things when we are emotionally over protective; but, respect boundaries. (4) Don't confuse "drama free" with complacency. Stay interested in one another. (5) Make eye contact. Looking directly in to the eyes is one of the things that started the relationship. (6) Don't assume you really know one another. Listening is an act of love. (7) Forget the past. It is not the future. Lessons and events of the past don't need to be dragged in to the present. (8) Keep touching one another. People crave touch from birth to death.

Presentation: Laurence Mann gave us an informative member focus about himself and College Hunks. He grew up in south west Virginia and then went to school at the University of Alabama majoring in Hospitality and Computer Science. He and is father partnered to purchase a College Hunks Hauling Junk franchise

The franchise was started by Nick and Omar in 2005. HUNKS is actually an acronym for Honest, Uniformed, Nice, Knowledgeable, Service. There are currently 79 franchises in the US and 2 in Canada. They not only haul junk but provide moving services within their service area. The junk haul

is priced based upon the amount of eighths of a truck load and ranges from \$125 to \$530. Their trucks allow them to drop a box, fill it and then pick it up later to take to the dump or recyclers. The moving services include sorting out the junk, moving based on an hourly rate and the number of movers required, or just moving labor (you pack but they move).

Laurence prides himself on customer service with personal contact.

There being no further business the meeting closed.