

Charlottesville Business Exchange
Minutes
May 5, 2016

President Dennis Kidd called the meeting to order. In attendance were: Dennis Kidd, Maggie Morris, Jenn McArtor, Blanton Bryant, Bill Rudd, Dan Elash, Treat Jackson (subbing for Libby Edwards-Allbaugh), Todd Jenkins, Greg Allen, Paul McArtor, Stephanie Dean, Stacey Norris, Terry Campbell and Larry Miller

Guests: Trevor Zeh, Sterling Properties, Guest of Terry Campbell

Officer Reports:

President: President Dennis opened with our purpose which is to refer trusted people and businesses that reflect honesty and integrity. His point for consideration was “Who do you think you are.” With the emphasis being that your thoughts about yourself will set your performance and are critical. He reminded the group that punctuality and attendance are important. It is also important to plan time for the entire meeting. Occasionally people must leave early and the appropriate way to handle that is to apologize to the presenter prior to the meeting beginning, and, then excuse oneself before the member focus or presentation so as to avoid interrupting the presenter.

VP Education: The upcoming schedule is:

May 12th: Group Exercise led by Dr Dan.

May 19th: Member Focus; Maggie Morris

May 26th: Leslie from Verizon Business

VP Membership: Bill Rudd handed out a copy of the membership initiative listing suggested businesses to pursue.

Treasurer: Maggie reported year to date numbers of 150 RB's, and 36 referrals. In the future figures will be updated on the meeting agenda.

Secretary: Terry had nothing to report.

Announcements: Best of C-ville nominations are ongoing. Please vote at c-ville.com. Many of our business categories are not included but please nominate members who do work in those businesses.

Treat reported her son now owns and operates Greenies at the C-ville Farmers Market offering vegetarian and vegan cuisine.

Paul invited any veterans to the Charlottesville Veterans Business Network that meets the 2nd and 4th Thursdays, 8AM at IHOP. Please contact Paul to RSVP and for details.

Paul needs referrals to a painter and handyman.

Jenn is looking for 5 people who would like to join the Rodan-Fields network as consultants.

Educational Moment: Dr Dan reminded us that next week we will work on the list he handed out last week. These are “10 things that take no talent”. We are to identify what we believe are our 2 weakest traits from the list and be prepared to work on them. In case you lost your list the traits are: being on

time, work ethic, effort, body language, energy, attitude, passion, being coachable, doing extra and being prepared. The money line I heard: “The best way to add a trait is to pretend you have it already.”

Presentation: Stephanie Dean gave us a great presentation about Paul Davis and crew. She started with a photo of her team and explained what each does and their service area. She had a great slide with tips for your home which each of us can use. If you didn't get it, perhaps you should cover it in an RB with her. She also showed a similar inspection list that bears strong consideration.

We concluded the meeting with our usual wrap up and there being no further business the meeting closed.