

PROGRESSIVE REFERRAL GROUP MEETING
Thursday, January 14, 2010

PRESIDENT: Jeff Metzger

TREASURER: Reg Warner

VICE-PRESIDENT:

SECRETARY: Sally Sutter

REFERRALS: 19

CLOSED REFERRALS: 16

TREASURER'S REPORT: Books are currently being audited

On February 19th ActionCoach will be holding a two day work shop. Ryan Burgoon is starting 2 hour workshops in March in Lancaster.

The Trade Show committee is meeting next week.

The Chamber Trade Show and Annual Meeting is January 23rd. Vendor space is still available or you can come and visit the different vendors – bring your business cards. There is still time to make dinner reservations. Billy Crickets will be doing the catering.

Speakers:

Tammy Nusser from the Lancaster Chamber of Commerce. Tammy is from the area. She grew up in Bremen and later moved to Lancaster. We can call Tammy for any advice – she will be glad to meet with us as we are her biggest benefit. The chamber offers a monthly newsletter where we can add press releases, weekly e-mail newsletter where we can offer special deals, networking events, business after-hours, October trade show, January annual meeting, weekly radio show, ribbon-cuttings, and a small business development center. The Chamber is working on business tool kits. Thank you, Tammy.

Reg Warner from Reginald S. Warner and Co. Reg was raised on a farm in Indiana, joined the Navy, and got a master's degree in Business. He then got into the 401K industry, and he worked for National City home office. He started his own company after leaving National City helping companies get their cash under control. His first customer is still with him. He has 4 steps for businesses: Get cash under control, fast, accurate information, keep financials in balance, develop dashboard. Thank you, Reg.

The meeting was adjourned.

Minutes submitted by Sally Sutter