

PROGRESSIVE REFERRAL GROUP MEETING

Thursday, April 8, 2010

PRESIDENT: Ted Tom

VICE-PRESIDENT: Terry Kleman

TREASURER: Reg Warner

SECRETARY: Sally Sutter

MEMBERS PRESENT: 17

GUEST: 0

REFERRALS: 12

CLOSED REFERRALS: 7

TREASURER'S REPORT: \$3870.00

Mike Spires thanked everyone for attending the meeting at Buckeye Honda. Thank you for having us, Mike.

So far we have 103 vendors for our Trade Show, and money is starting to come in. We will be allowed to sell items. We need to get all of the information out. It will be announced on the Stan Robinson show, and ads will be in the Eagle-Gazette 7 times. Make sure we have the flyers from Terry Kleman.

The application for ServiceMaster was passed around for our review for membership. Reg Warner made a motion to accept them for membership, Dee Conrad seconded the motion, and the motion was carried.

John Mott proposed that we join Main Street Lancaster as a non-profit for \$50.00. Reg Warner made a motion to join, Mark Bohach seconded. The motion was carried. Karen Rotkis is on active duty and will need to be replaced. John Mott is on the committee to replace her.

Ron Thomas is looking for instances where we have faced ethical decisions in business for a seminar.

Presentations:

Reg Warner – Reginald S. Warner & Co. – He discussed business finance and accounting. Rule #1 – Your customers having a great experience with your product or service and your organization. Rule #2 – When you're out of cash you're out of business. Rule #3 – Never, ever kid your banker. 4 steps – 1: Manage cash every day; 2: Fast, accurate accounting; 3: Have your income statement in line; 4: Dashboard. Reg has copies of his presentation. Thank you, Reg.

Mark Morgan – Morgan Funeral Home – Mark presented the process he went through to bring the building that houses Morgan Funeral Home "back to life". It was modeled after a home in Florida. There was a great deal of renovations and repairs needed inside and out. It looks beautiful. Thank you, Mark.

The meeting was adjourned.

The minutes were submitted by Sally Sutter