

## PROGRESSIVE REFERRAL GROUP MEETING MINUTES

Thursday, May 6, 2010

PRESIDENT: Ted Tom

VICE-PRESIDENT: Terry Kleman

TREASURER: Reg Warner

SECRETARY: Sally Sutter

MEMBERS PRESENT: 21

GUEST: 0

REFERRALS: 13

CLOSED REFERRALS: 8

TREASURER'S REPORT: \$4086.00

Ted has gotten a lot of e-mails back about the results of the trade show. All were positive. We need input of what we did right and what needs to be improved. Committees have been set up for next year's trade show. Areas to work on: parking, vendor list, more vendors, more of the general public attending, a better sound system, and more food vendors. Our goal next year is 140 tables. Ron Ruff is in the process of going through business cards to send out invitations to our group. One concern that was brought up was business people coming up to other vendors and pushing their business. Ted will have Tammy try to find out if these business people were vendors or not.

We now have a facebook page thanks to Don Henderson. There are pictures of the trade show on the page. He will help people get information on the facebook.

ActionCoach has two workshops coming up. See Ryan Burgoon for details.

Speakers:

Suzanne McCullum –Lanfair Center – She passed around a flyer highlighting what Lanfair Center offers – distinct types of care – Assisted Living Units – Alzheimer/Dementia Care, Skilled nursing services, Rehabilitation Services. There is not enough Alzheimer care available. Rehab is a big part of what Lanfair does. They have restaurant style dining with multiple choices. Lanfair also has a spiritual care program and an activity program. Thank you, Suzanne.

Kasey Massatti – Fairfield Financial Solutions – Gave a brief background. Kasey enjoys getting out into the community to help raise money. She also has done competitive dancing. She started out at Wal-Mart management when she was a junior in college. After that she went to Macy's. After several years in retail and after getting her master's in finance she decided she needed a change. Kasey is working with Ron Ruff now. She spends a lot of time with her clients and makes personal connections. Fairfield Financial has a lot of unique tools to help clients manage assets. Thank you, Kasey.

The meeting was adjourned.

The minutes were submitted by Sally Sutter

