

PROFESSIONAL REFERRAL GROUP OF LANCASTER

Thursday May 20, 2010

PRESIDENT: Ted Tom

VICE-PRESIDENT: Terry Kleman

TREASURER: Reg Warner

SECRETARY: Sally Sutter

MEMBERS PRESENT: 17

GUEST: 1

REFERRALS: 11

CLOSED REFERRALS: 10

TREASURER'S REPORT: None

Friendly Bremen Bank has a team for Relay for Life. They are having a bake sale at the Main St. and Fair Ave. banks on May 21st and May 28th. They are also decorating flip-flops. Anyone can sponsor Dee Conrad.

Ron Ruff and Ron Thomas have office space available.

Main Street Lancaster has hired David Uhl to replace Karen Rotkis. He should be put on our speaker list.

Speakers:

Dan O'Conner – Minuteman Press – Spoke about how he markets his business. Dan advertises on-line and through referral groups and chamber events. He drops off note pads when he visits a business. He also sends thank you cards and passes out flyers. It's important to make a good first impression and have a professional attitude. He makes a good presentation packet and meets deadlines. Dan has been in the business for 8 years. Thank you, Dan.

Ron Ruff - Winfree, Ruff & Associates – Ron is a lifelong residence of Fairfield County. He worked at AEP for 17 years. In 1995 he went full time with Winfree, Ruff and Associates and then added Fairfield Financial Solutions. He has been working on taking the firm into a different direction. He went through a program looking at unique abilities, passion, energy, self improvement, and learned how to translate that to his company to help clients more effectively. He developed a program called The Business Builder with a 7 step process on how to help a client. Ron went through each of the steps. Ron passed around a brochure. Thank you, Ron.

The meeting was adjourned.

The minutes were submitted by Sally Sutter