

PROGRESSIVE REFERRAL GROUP

Thursday, August 19, 2010

PRESIDENT: Ted Tom

VICE-PRESIDENT: Terry Kleman

TREASURER: Reg Warner

SECRETARY: Sally Sutter

MEMBERS PRESENT: 21

GUEST: 1

REFERRALS: 11

CLOSED REFERRALS: 9

TREASURER'S REPORT: \$3120.00

Several people still need to pay their dues. See Reg. Reg is also going to pass around the membership list. Please check your information on our website.

Start thinking about who we would like to donate too. We will have some funds available.

Speakers:

Reg Warner – Reginald S. Warner & Company – Reg was mostly raised by his grandparents on a farm in central Indiana. He joined the Navy and spent 18 months in Vietnam. After that he worked in agriculture for a number of years. He then spent 15 years in the 401K industry. His best advice is to start with what you have and go from there. The best cash management is your customer having a great experience. He has copies of the items he spoke about today. Thank you, Reg.

Mark Morgan – Morgan Funeral Home – He started in Springfield with his father-in-law and had four funeral homes. He grew up six miles east of Bremen. He ended back in the area working for Dwayne-Spence Funeral Homes. He always wanted his own business. Mark bought the funeral home in Bremen in 2008. Mark went through the top 10 list of why and who should pre-plan a funeral. Thank you, Mark.

The meeting was adjourned.

The minutes were submitted by Sally Sutter