

PROGRESSIVE REFERRAL GROUP OF LANCASTER

Building Relationships to Succeed in Business

If the city schools are **closed due to weather** we do not hold a meeting

WWW.PRGL.ORG

Officers

President: Paula Sprouse
Vice President: Brianna Flint

Treasure: Todd Childers
Secretary: Mark Bohach

Minutes: April 19, 2007

Weekly Referrals: 7 Closed: 5 Referrals for 2007: 107

Treasures report: no report

Members tidbits

The question was raised of how do you interview perspective employees, and what are some good techniques that you have found?

Have person give specifics of past experiences, names, places, etc..

Ask former employee if they would rehire. Ask what they will be able to do for you in the future.

Test for their abilities, and see how good they are thinking on the spur of the moment.

Get referrals for future employees from your present employees

- ◆ We are still looking at building relationships to grow the group. Follow up was done to see how the contacts with carpet cleaners went. John offered for this week to contact the Lancaster Inn as a prospective member. Todd will do a follow up with the Window Man.
- ◆ Suzanne has a Aflac representative interested in coming. Bring a business acquaintance to the meetings with you. Let them hear how they can have the same success that some of our members have had.

Speaker: **Ron Ruff - Winfree Ruff & Associates**

Ron has been a CPA since 1991, with a wife and 2 girls, one at Ohio University and the other at Fairfield Union. Ron's degree is in Accounting and Business Management. He received his first client who was in construction, in 1981 and is still with him today. Ron did taxes for 13 years out of his home and in 1995 went into business full time. Ron is also the owner of Fairfield Financial Solutions where he has devised a wealth management plan and retirement plan. THE FUTURE NAVIGATOR is an 8 step process to analyze and capitalize on the clients strengths and secure a financial future. Since each persons situation is different, this process allows personalization to meet the clients needs, putting their desires on paper and minimizing taxes during the retirement years, making their money work smarter for them.

May

3group 10 Mark Bohach 17 Dee Conrad 24 Bill Arnett/guest 31 ???

June

7 group 14 Mayor David Smith

If there is a guest speaker that you would like to hear speak for our group, let Brianna know.