

PROGRESSIVE REFERRAL GROUP OF LANCASTER
Building Relationships to Succeed in Business

WWW.PRGL.ORG

Officers

President: Reg Warner

Treasure: Todd
Childers

Vice President: Mark Bohach

Secretary: Brianna Flint

Minutes: August 10, 2006

Weekly Referrals: 8 Closed: 1 YTD Referrals: 179

Members tidbits

WLOH has a shopping spree promo book available, giving \$2.00 from every book sold to FairHope Hospice.

Anytime Gift Baskets has a program for fund raising.

Ohio Rehab does digital imaging, transcription and billing services.

Fairfield Financial Solutions offers tax advising.

Treasures Report: balance \$1301.38

breakfast: \$160.00

12 members paid for the year

10 members outstanding for the quarter

GUEST:

Dave Brehm - Anytime Gift Baskets

Gregg Ptacin - Schooley Mitchell Telecom Consultants

- Due to scheduling the picnic will be cancelled
- 2 new members: Town Crier, Sharon Powell, Jack Rupe motioned to accept, second by Dave Bitler, all accepted. Anytime Gift Baskets, Dave Brehm. Todd Childers motioned to accept, second by Jack Rupe, all accepted.

Speaker: John Mott, Corporate Finance Associates, business broker

“If you don’t know where you are going any road will take you there.”

“Begin with the end in mind.”

John business is based on being a visionary preparing and building a succession plan into the daily operations of the companies business to maximize the value at the time of liquidation or passing the business onto another family member.

John advertising is based on word of mouth. Since most companies want to keep liquidation confidential, it gives a challenge. Loyalty show a growing company.

John worked for corporations in merger acquisitions for 20 years, and has been independent for the last 3 years. He will travel to other cities for work. Usually he represents the assets of the business, but has now taken his real estate license and working through Daubenmire Real Estate.

August:

17 - Stephanie Lamp

24 - Bobby Guitner