

**Progressive Referral Group
In-Person Meeting
Thursday, October 15, 2020**

President: Erin Ellis
Vice President: Jeff Metzger
Treasurer: Dee Conrad
Secretary: Cheryl Barber

PLEASE NOTE!!!!

For those not joining us for the In-Person meetings, you can join us virtually using the link below:
www.bluejeans.com/7404077043

Members Present: Ron T, Jenn H, Scott Landis (Cristy's Pizza), Erin E, Christine E, Tina P, David Y, David Y, Jeff M, David W, Sara B, Ron R, Teresa M, Bill C, Cenell B

Treasurer's Report: N/A

Referrals Given: 12

Talked to someone as a result of a referral: 7

Discussed PRGL with someone outside the group: 5

Acknowledgements:

- David W thanks Tina , Sara, Ron R & Jon Wymer
- Erin thanked Bill C for the Mic & wished him a happy birthday.
- Ron T, thanked Sara B

New Business:

- Christmas Party was discussed and decided that further discussion needed to be done in an Open Discussion meeting in a couple of weeks.
- Jeff will get Bill C an updated schedule of speakers to post on the website calendar
- Updated member list was requested.

Old Business:

No Old Business this week

Announcements:

- Doug Valesco is healing, doing well & getting better by the day.
- Jessica M of Altercare will not be part of our group anymore due to changing roles with her position at Altercare
- Bruce Purdy is having surgery this week.
- Jennifer H is looking to expand and is looking for advice and resources on SBA loans.

Speaker: Ron Thomas of American Eagle Mortgage

Ron has been a member of the PRGL group since 1996
Moved to Lancaster in the 80's and was a pastor of 2 churches
Married for 41 yrs.

Ron spoke regarding how Mortgage rates are calculated and the factors that go into determining the % rate.

Inflation is the #1 enemy of the fixed rate long term loans.
Fed reserve rates will be lowered to help speed the economy and raised to hedge inflation

For some perspective on mortgage rates, in the 80's a 30yr average mortgage rate was 14%, now it is around 2.5% - good time to invest

Ron says he expects the rates to stay low for at least 1 – 1.5 yrs.

STAY SAFE & HEALTHY EVERYONE!

Respectfully submitted by Cheryl Barber, Secretary of PRGL