

**Progressive Referral Group
Virtual Meeting
Thursday, February 25, 2021**

President: Jeff Metzger
Vice President: Colleen Spangler
Treasurer: Dee Conrad
Secretary: Cheryl Barber

Our next virtual meeting will be Thursday, March 4, 2021 Via Zoom.

Members Present: Jeff, Cheryl, Denise, Dee, David W, Colleen, Kim, Jenn H, Christine Sara, Bill, Cenell, Kent, Ca;eb, Teresa, Bruce T, Brenda

Treasurer's Report: \$10,249.19

Referrals Given: 16

Talked to someone as a result of a referral: 5

Discussed PRGL with someone outside the group: 11

New Business:

David W. asked that the board start putting together a plan and protocols for going back to in-person meetings for when the county goes to orange since the covid-19 numbers are starting to drop. Board will look into possible meeting spaces.

Old Business:

No old Business to discuss

Shout Outs:

Christine thanked BruceT.

Announcements:

- Lancaster High Spring Musical: Annie, will be the last weekend in March
- Cenell will be offering demos of her MAT at the Robert K Fox Family Y as well as hosting an Open House on the Wolf Country radio in March. Check with Cenell for dates.

Guest Speaker: Kathy Binner-Passive Income Coach and a Health and Wealth Educator

Kathy shared with the group, her financial journey from being a single mom, working two jobs, to retiring early with passive income.

To accomplish her goals, she reviewed with the group how creating her "story" was the way she began creating her personal growth.

Your story is how people learn about you so you can build their trust and get them to like you.

Building a customer's trust in you , makes them like you and feel comfortable in doing business with you.

She reviewed & shared the template for building your story: [Build Your Story Template.docx](#) and how a Value Proposition Statement can make your information clearer. Link to build a VPS: [Value Proposition Statement \(VPS\) \(2\).pptx](#)

For more information about Kathy, visit her website: www.kathybinner.com

After the meeting, Kathy sent the following offer to PRGL members:

I would like to offer **FREE lifetime membership** into my **Build A Better Business mastermind group** and course (*course is still under construction*). See link below if you are interested in joining the group.

Here is the link to the mastermind and course. (FREE link to sign up expires 3-31-21)

[Simply Start Mastermind Membership Area | KATHY BINNER INTERNATIONAL \(teachable.com\)](#)

STAY SAFE & HEALTHY EVERYONE!

Respectfully submitted by Cheryl Barber, Secretary of PRGL