

Progressive Referral Group Virtual Meeting Thursday, March 18, 2021

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

Our next virtual meeting will be Thursday, March 25, 2021 Via Zoom.

Members Present: Jeff, Cheryl, Dave Y, Dee, David W, Mike, Colleen, Ron R, Christine, Sara, Brenda, Kim, Kent, Veronica, Jennifer H.

Treasurer's Report: \$9,949.19

Referrals Given: 11

Talked to someone as a result of a referral: 6

Discussed PRGL with someone outside the group: 0

New Business:

No New Business

Old Business:

Vote for purchasing a tree for Rising Park had 28 Yes votes. Tree has been purchased for Lancaster Parks & Recreation for Progressive Referral Group of Lancaster.

Acknowledgements:

Kent thanked Dave Y.

Dave Y. thanked Kim & FAIRHOPE Hospice

Ron R. thanked Dee

Announcements:

- David has a new website link for National Telemed Solutions: please refer anyone interested in the program to www.nationaltelemedsolutions.com Enter promo code: NTBS10
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Speaker: Colleen Spangler

Colleen shared information regarding Business 2 Business networking and what that looks like in today's virtual world.

Some tips include:

- Virtual appearance: for professional meetings, have your background look professional as well. If you're in a casual meeting, you may choose to use a background that shows more of your personality.
- Social Media: How do people find you and how do you appear to them? Make sure your profiles are up to date and share any recognitions or awards you have received.
- Test Your Virtual Features: use the virtual tools so you are familiar with the features and how to turn them on and off. Practice with a friend so you are familiar before you attend an important meeting.
- Be present in the meeting: turn off outside interruptions.
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More tips can be found at:

<https://www2.deloitte.com/us/en/pages/chief-marketing-officer/articles/creating-relationships-through-digital-networking.html>

<https://www.thinkbusiness.ie/articles/networking-beyond-the-room-and-through-the-zoom-jean-evans-venture-network-ireland/>

<https://www.forbes.com/sites/dawngraham/2020/09/25/how-to-maximize-your-networking-success-at-zoom-conferences-and-events/>