

Business Networking of Woodbury
General Meeting Minutes
7/11/18

Members Present

Aaron, Mike, Tracy, Steve, Joe, Liz, Jerry, Mark

Members Absent: Mark, Lee, Bill

Guests: None

Greeter: Joe

News & Events in Woodbury

- July 24th is the golf/pool party
- Woodbury Public Works expansion project ground breaking
- Keech media moving locations July 17th ribbon cutting
- July 17th after hours sponsored by Heppners at Lake Tavern
- Feed my starving children Oct 4-7

Prompter: Steve

- Jeffery Giddimer
- Don't ask for a referral
- After you get a referral - how do you maximize the selling power of a referral
- 8.5 rule
- 1 Be prepared
- 2 set a meeting
- 3 connect socially
- 4 get personal info before 1st contact
- 5 less selling on 1 meeting is beneficial
- 6 prospect to gather info before 1st meeting
- 7 don't send too much info via email or mail
- 8 write personal note w/in 24 hour of meeting
- 8.5 deliver!

Headliner: Mike

- Lennar asked Mike to do home automation on new builds
- ODL - glass inserts for glass doors
- Cutting back on advertising

- Had a poacher doing bad biz
- W/out customer service you don't have biz

30 second commercials

Next Week: no meeting

Greeter: Tracy

Prompter: Mike

Headliner: Aaron