



Meeting Minutes- March 12, 2009

- Meeting started: 7:15 am
- Members in attendance: 13
[Andrew, Bramucci, Corigliano, Forrest, Gilligan, Johnson, Krainson, Lincoln, McGill, Moran, Ramsey, Saffer, Zawrotny]
- Guests: none
- Introductions: none
- Speaker: Michael McGill- speaking about his business- *ProGreenPainting*
- Referrals: 6
- Testimonials: 0

Agenda

1. The meeting was called to order at 7:15 am by Bill Gilligan.
2. 60 second round table commercials.
3. Michael McGill provided the group with a 10 minute presentation about his business- *ProGreenPainting*. Below are the highlights:
 - a. Michael first explained that for the upcoming membership renewal, he will be representing his primary business- *ProGreen Painting* rather than Royal Touch Painting. He continues to represent Royal Touch Painting/ Josh Pendrick as an independent contractor and is responsible for managing their crews but is not an employee.
 - b. Business cards for *ProGreenPainting* were distributed to group members and a copy will be added to the Members section of the EBBE blog. His business website can be found at: www.ProGreenPainting.com.
 - c. Michael provided the group with an impressive overview of a typical first meeting with a client including the tools he uses to develop a project quote.

These tools which were shown and demonstrated to the group included:

- a. Laser tape measurement for quick measurement
 - b. Portable spectrophotometer for color matching
 - c. Digital camera
 - d. Voice recorder
- d. After each initial client meeting, a formal quote + business brochure is delivered for review. He emphasized that “no job is too small” because he has found that such jobs usually result in additional business.

- e. A key objective of *ProGreenPainting* is to utilize “green” methods that include recycling of brushes, paints, etc. as well as paints. He described the importance of using paints with low/zero VOC (volatile organic components) and gave each member a copy of the information. [Click here](#) for a copy of the information.
 - f. There was a 10 minute Q/A session after the presentation wherein Michael answered questions from group members.
4. This week’s 10 minute Tech Corner included the following items:
 - Larry Krainson of Computer Care suggested that members consider the use of an organizer to keep track of ISP info as well as passwords, etc. to make it easier for resources like himself to provide assistance. A recent client had problems with his business computer but could not locate key information regarding his Internet webhosting which delayed resolution of a problem. He recommended an organizer- “a little black book of passwords” from Amazon/ Innovention Labs <http://www.amazon.com/gp/product/0615164706>
 - Michael McGill suggested to group member the use of “[Angie’s List](#)” which provides low cost means for obtaining business referrals.
 - Bill Gilligan suggested that members evaluate the use of a special service- SendOutCards.com) that will design, create and mail cards to business clients for all purposes (thank you, etc...). As little as one card priced at ~ \$2 can be sent. Visit the website below for additional information.
<https://www.sendoutcards.com/61017>
Jeff Strong/ 860-402-2811
 5. Derrick Holt/ Citizens Bank has officially resigned from the EBBE group.
 6. As an alternative networking opportunity to the “After 5 PM” monthly events and to accommodate some member’s schedules, a periodic EBBE “lunch” is planned. A first lunch will be held at J. Quincy’s- on Monday, March 17 at 12:30 PM- see directions (1000 Columbus Avenue, Springfield, MA near the Basketball Hall of Fame).
 7. Bill Gilligan introduced the subject of changing the name of our network group. Many people in attendance agreed that the EBBE name does not roll off your tongue that easily.

Bill is interested in feedback from all group members. The group in general showed some interest but understandably there were some members that opposed to any change.

Each member is being asked to do one of the following:

- Suggest a new name (an quick example might be..... SBN “ Small business Network”) **or**
- tell us you don’t want to change the name.

Tim made a very good suggestion on how the voting could work:

Members get 1 point for each year they have been a member. For example, Sydney Hirsch would get 8 points for her vote and Tim Andrew would get 2 points.

Give it some thought and email Bill Gilligan with your ideas/ comments on the subject this week and they will be posted on the blog (EBBEgroup.wordpress.com)

8. Joe Zawrotny/ Magnum Home Remodeling mentioned that he has a booth at the North Central Chamber of Commerce home show this weekend (March 13-15) at Asnuntick College in Enfield, CT. He encouraged members to stop by.
9. Updated list of scheduled speakers:
 - Jim Moran- March 19
 - Mary Ripley- March 26
 - Round Table- April 2
 - Sandy Saffer- April 9
10. EBBE membership dues (\$125) are due by the end of March.
11. Next EBBE meeting is March 19 at 7:15 am.

Submitted by Jim Moran, 3/15/09

Remember: "Networking- It's a contact sport!"