

OEA UPDATER

Volume 11, Issue 241

Aug. 8, 2007

Next Meeting:

August 15, 2007

PL 5-Suites Level

Directions on Page 2

Speaker:

Greg Leineweber, Attorney

Chair:

Jaime Estrada, Clean Factor

Greeter:

Hal Hallmark, STUFF

Sheriff:

Christian Nielsen, Alltek

Business Leads:

MaryAnn Gray, Westside

Secretarial Service

Pledge:

Sandy Hendricks, Ovation

Design

Warm welcome to today's guest, Angela Hall, Office Interior Concepts and guest of Walt Duddington, Blake Jonas, Cascade Enforcement and Chris Carlisle, InfoUSA, guests of Kevin Karth.

Today's Speaker: Karin Jacobs, Key Bank introducing Ted Miller, III, BB&B Corp.

Karin Jacobs, Key Bank, offers personal banking services for individuals and businesses. After 29 years with Key Bank, Karin understands the bank, customers and how best to connect you to the services you need.

Ted Miller, III, BB&B Corp, focuses on teaching business people how to maximize their sales to reach their goals. These goals may be money, family, time, business expansion.

BB&B has worked with and talked to over 2800 CEO's in the last 5 years. His role is holding CEO's accountable. The ideas are there—is the commitment?

Two ideas to consider as you evaluate your business: the better buyer and lifetime value. The better buyer is someone that will return to your business, buying more and better services. The lifetime value of a customer is the value your company receives from repeat customers.

Good leads for BB&B: business owners and CEO's that want to grow their business and are willing to invest the time and energy into making productive changes.

August/September Speakers:

Aug. 22: Speaker: Hal Hallmark, STUFF

Chair: Lili Pang, Pang Hansen Creative

Aug. 29: Speaker, Mike McMillen, Affordable Tire

Chair: Patrick Boland, Hold-Time Music

Sept. 5: Speaker: Lili Pang, Pang Hansen Creative

Chair: Jim Chiodo, 1-800 Water Damage

PRIZES AND AWARDS:

Raffle tickets: Tickets donated by: **Mr. Rooter, Integra Telecom, City Flowers and STUFF (3)**. Tickets were won by **Ted Miller, MaryAnn Gray, Jim Chiodo, Patrick Bolan, Kelly Kemper and Christine Deegan**.

Doorprizes: **Karin Jacobs** donated a gift certificate to Carafe won by **Greg Chase**. **Ted Miller** donated a bottle of wine won by **Mike McMillen**.

Drawing: A white chip was drawn from the magic bag by **Chris Casteel** for a \$5.00 prize. The pot now increases to \$70.00.

TESTIMONIALS:

Key Bank and Karin Jacobs received accolades for great service from: **Greg Leineweber, Christine Deegan**.

City Flowers received special thanks for unique bouquets from: **Mike McKelligon, Karin Jacobs, Christian Nielsen and the Auction Committee**.

Kelly Kemper thanked **Alltek Communication** for re-configuring their family cell phone plans.

Tabitha DeMasters thanked **Kevin Karth** for great third party referrals.

Cindy Kasch thanked the **Auction Committee** for all of their hard work. Extra thanks to: **Anita Morrison, Jaime Estrada, Kelly Kemper, Patrick Bolan** for providing additional prizes, music and wine schlepping!

SPECIAL ANNOUNCEMENTS:

Christian Nielsen: Alltek Communication is looking for an outside sales person for their Eugene Office. Potential is excellent in this area. Call Christian for details.

Directions for August 15:

The August 15 Board Meeting and Lunch Meeting will be held upstairs in the Suite Conference Room and in the Suites themselves.

Please park on PL5 and follow the directional signs.

Alan tells me there are 70 Suites on L5; we are meeting near Suite 10.

The Board meeting will be in the Suite Conference Room at 10:00 am.