

THE CITY SALESMEN'S CLUB
Selegram



Meeting Date: January 26, 2021

Location: Hoover Country Club

Presiding: Hank Spencer

Prayer, Pledge, & Creed Led by: Vic Nigri

GUESTS: Alex Salise (sp) with SMAD Auto Detailing. He is a prospective member invited by Joseph Habshey and entertained at lunch by Mike Seals.

THANK YOUS: Started by Frank Taylor.

HEALTH REPORT: Robert Young and his family had a very close call with the tornado that hit Fultondale. As they were huddled and praying, the tornado actually lifted up over their house and spared them. Bud Weber had Covid but is back to normal, and Wendy Weber had it drag out a little bit longer. Dean Ledbetter's daughter, Talia, has stayed rough since Christmas; she has a bad GI infection and can't be in the hospital right now because of all the Covid spikes.

APPROVAL OF LAST WEEKS MINUTES: Approved.

SECRETARY'S REPORT: 2nd reading for Kyle Moon of Alabama Aquarium. They install aquariums, water gardens, waterfalls, koi ponds, and can service/repair pools. Club sponsor is Andy Evans. No birthdays this week, but there are birthdays from last week: Michael Johnston (1/19); Darryl White (1/21); Andy Evans (1/23).

TREASURER'S REPORT: None.

MEMBERSHIP REPORT: None.

ATTENDANCE REPORT: 43.

PRESIDENT'S REPORT: There was an auction for the cover of the new CSC Pocket Roster. The bidding was won by Tommy Heard of Alabama Ladder for \$650.

SOCIAL ACTIVITIES: SOCIAL DISTANCING! WEAR MASKS! STAY COVID-FREE!

PROGRAM: Ben Blackerby of Common Bond Title presented. Ben graduated from Mtn Brook HS where he played baseball. Went to college at Alabama and got his law degree from Cumberland School of Law. Ben started at Common Bond Title in 2016, and he has been in CSC since 2017 (Mike Seals was his sponsor). Ben handles title insurance and real estate closings. On the title insurance side, both lenders and homeowners are protected with separate policies. You never want to buy a house without title insurance! And a lender will never hand out a mortgage loan with getting title insurance! Ben gave some advice for new members: Try to come every week and sit at different tables so you can get to know as many people as possible. The more people see your face and hear about your business, the more likely they are to do business with you. Ben also mentioned the importance of business meetings. Business meetings are the first Tuesday of every month, and it is a great opportunity for members to talk about their business and promote any specials or elaborate on the types of customers they are looking for.

SERGEANT-AT-ARMS: Jeff Phillips presided as sergeant. Johnny Self, Chuck Davis, and Sidney Wehby left early. Mike Seals made John Wolsoncroft (pronounced WOHL-son-crahft) say his name twice. The sergeant did not think that Britton's clothes matched, and Britton's socks made the sergeant's eyes hurt. Finally, to quote Sergeant Jeff Phillips, "Hank is so NOT Andy". There was no elaboration on this point.

JACKPOT: \$14 won by Jim Kline

GREETERS AND PRIZES: Johnny Self won by Tommy Heard
Britton Eveland won by Michael Johnston

NEXT WEEK'S PROGRAM: Business Meeting

NEXT WEEK'S GREETERS: Gary Sheffer and Michael Weber
Prayer led by: Kyle Kimsey