

THE CITY SALESMEN'S CLUB
Selegram



Meeting Date: April 13, 2021

Location: Hoover Country Club

Presiding: Andy Evans

Prayer, Pledge, & Creed Led by: Jeff Philips

GUESTS: Loren Stiffler of Aerus was brought by Joseph Habshey. Dave Claflin of Fastest Labs was brought by John Wolsoncroft.

THANK YOUS: Started by Michael Weber. Ken Wilder is now working for T-Force Worldwide. His old company, DLS, sold out, and Ken says the transition has been very smooth. Mike Seals announced that pretty women wearing jewelry will be at the May 4th Club meeting.

HEALTH REPORT: PJ Lyons' wife got a clean bill of health at her last doctor's appointment. Dr. Guy Rosenstiel's mother is in the hospital. Tom Meter's granddaughter is doing great.

APPROVAL OF LAST WEEKS MINUTES: Approved, but Mike Seals noted that Andy Evans misspelled Dean Ledbetter's name (Dena) in an email this week.

SECRETARY'S REPORT: Birthdays: Rab Stewart (4/8); Gus Hogue (4/9); Clayton Dorough (4/17); Darrel Arnold (4/18); Britton Eveland (4/18); Leon Chadwick (4/19).

TREASURER'S REPORT: None.

MEMBERSHIP REPORT: None.

ATTENDANCE REPORT: 44.

PRESIDENT'S REPORT: None.

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

PROGRAM: Philip Webb of Transworld Business Advisors presented. Philip is president and principal broker. His family started off in North Carolina with textiles, and they moved around a lot when manufacturing started to move overseas. Philip graduated from Alabama and wanted to go into a stable business, so he chose banking! Started at SouthTrust, then went to Compass Bank, then spent 10 years doing mergers and acquisitions at Regions Bank. Philip's main focus is about helping out people, and he didn't want to simply be a product-pusher. Transworld Business Advisors has been around about 40 years, and he started vetting Transworld a number of years ago prior to joining their team. Transworld deals directly with small businesses, and they have the largest broker network, which is spread around 16 countries. They keep everything confidential and help you get the best price. Transworld will do a broker's opinion of value for you. If you're preparing to sell, you need an exit strategy, and post-sale, you need to get with a CPA familiar with tax planning for business sales. The best time to sell a company is when it's at its peak. Why would you sell? You're looking to retire, you want to cash out, or you want to reduce your risk. Home goods services companies are hot right now.

SERGEANT-AT-ARMS: Leon Chadwick presided as sergeant. Mike Seals talked about pretty girls too much. Howard Whatley then made a rude comment during the sergeant's time and was issued a fine as well. Jim Kline called Michael Weber's old building ugly. Ken Wilder said Leon Chadwick had the most in the 15 months since his last Club meeting. Leon agreed to cover the fine though.

JACKPOT: \$21 won by Gus Hogue

GREETERS AND PRIZES: Dena Ledbetter won by Matt Gray.
Darrel Arnold won by Leon Chadwick.

NEXT WEEK'S PROGRAM: Paul Dangel

NEXT WEEK'S GREETERS: Ken Graves and Michael Johnston
Prayer led by Johnny Self