

THE CITY SALESMEN'S CLUB  
Selegram



**Meeting Date:** July 21, 2020

Location: Hoover Country Club

Presiding: Andy Evans

Prayer, Pledge, & Creed Led by: Keith Keller

**GUESTS:** Justin Lafoe brought by Tim Hightower. Justin works at Southern Carpet, Hardwood, and Tile.  
Sam Scryon is a locksmith and potential new member brought by Joseph Habshey.

**THANK YOUS:** Started by Dick Coffee.

**HEALTH REPORT:** Tim Hightower had a death in the family; Jeff Phillips' brother-in-law Jason Mote passed away.

**APPROVAL OF LAST WEEKS MINUTES:** Approved as submitted.

**SECRETARY'S REPORT:** Birthdays: Ernie Daw (July 24).

**TREASURER'S REPORT:** Invoices have gone out, so check your email.

**MEMBERSHIP REPORT:** Joseph Habshey and Joe Fuller will be reaching out to Club members to try to get some names of potential new members. Dr. Casey emailed a list of open categories in the Club.

**ATTENDANCE REPORT:** 40

**PRESIDENT'S REPORT:** The table alignment at Club meetings will be changing to account for COVID. There will be more tables but no more than 4-5 people per table. CD Denson is to inform Joe Fuller that Andy Evans did not wear jeans today.

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

**PROGRAM:** Given by Daniel Gallegly of Attractional Marketing. Daniel says that his wife Ann is the glue of the family. Attractional Marketing generates leads (through the use of marketing), and this is done via mail, digital advertising, and anywhere in-between. They strategize to find the best technique for each individual company. Attractional Marketing can also serve as your marketing department and manage it on a monthly basis. Daniel's company partners with The Printing Place (Frank Taylor) on a lot marketing and printing needs. There has been an extreme acceleration in the field of marketing towards a more digital presence. COVID has accelerated this even more because online shopping and e-commerce has become the norm. Attractional Marketing can help with e-commerce for your company as well, and they also do web design. How can you help Daniel? If you need marketing/website help or if you know someone who needs help, then give Daniel a call. Daniel is also looking at people in the home service (e.g. roofing, window repair, siding repair, lawn/tree care, etc.) and medical (e.g. doctors'/dentist offices) arenas because there is a large need for marketing in those areas. Vic Nigri, Cody Burns, and Dr. Guy gave high praise for Daniel. Dr. Guy says Daniel was able to find a way for patients to enter sensitive information onto his office's website in a safe and encrypted way.

**SERGEANT-AT-ARMS:** Matt Gray was today's sergeant. Jeff Baker disrupted his table today, but it was funny, so there's no fine. Andy Evans/Hank Spencer did not get a sergeant today and had to scramble. Britton Eveland and Darryl Arnold were late, but Matt was happy they were here, so no fines.

**JACKPOT:** \$21 won by Cody Burns

**GREETERS AND PRIZES:** Howard Whatley - won by Matt Gray

**NEXT WEEK'S PROGRAM:** Dick Coffee

**NEXT WEEK'S GREETERS/PRAYER:** Greeters: Alex Casey and Danny Raymond  
Prayer led by: Jeff Phillips