

THE CITY SALESMEN'S CLUB  
Selegram



**Meeting Date:** August 11, 2020

Location: Hoover Country Club

Presiding: Andy Evans

Prayer, Pledge, & Creed Led by: Mike Seals

**GUESTS:** Britton Eveland brought his son, Britton, Jr.; Richard Behr from Weber Mortgage was brought by Michael Weber; Chip Vance of OrthoSports Urgent Care is a prospective member brought by Alex Casey.

**THANK YOUS:** Started by Mark Vance

**HEALTH REPORT:** Annette Springer is home and doing well.

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

**SECRETARY'S REPORT:** 2<sup>nd</sup> reading for Gary Sheffer of Color World Housepainting, Club sponsor is Hank Spencer. 2<sup>nd</sup> reading for Sam Sciara of Lockcorp, Inc. (locksmith), Club sponsor is Joseph Habshey. 1<sup>st</sup> reading for James Lucas (son of former member Johnnie Lucas) of Veritiv (packaging, facility solutions, and print), Club sponsors are Chuck Davis and Joseph Habshey. No Club birthdays this week, but Britton, Jr. has a birthday on Aug. 19<sup>th</sup>.

**TREASURER'S REPORT:** None.

**MEMBERSHIP REPORT:** Keep bringing prospective members to meetings.

**ATTENDANCE REPORT:** 35

**PRESIDENT'S REPORT:** Holding off on board meeting until after the President's Party. The next normal business meeting will serve as the date for the President's Party.

**SOCIAL ACTIVITIES:** **President's Party is September 1<sup>st</sup> at Hoover Country Club during the normal business meeting time.** SOCIAL DISTANCING! WEAR MASKS! STAY COVID-FREE!

**PROGRAM:** Michael Weber of Weber Mortgage presented. Weber Mortgage does residential mortgage loans (they don't do commercial). Loan types include: Conventional, FHA, VA, USDA, and Jumbo loans. City Sales Club has been a part of Michael's life for as long as he can remember. Richard Behr was a guest of Michael Weber today, and Richard came to a club meeting as a guest of Hank Spencer and then got hired at Weber Mortgage. The mortgage industry has volume that cannot be handled right now. Highest purchase volume Weber Mortgage has ever seen, and they have double the highest refinance volume they've seen. Either COVID happens to you or COVID happens for you, and currently it is happening for Weber Mortgage. Weber has hired 9 new people. This is a phenomenal time for interest rates. If you're currently sitting at 4% or higher then you need to look at refinancing.

**SERGEANT-AT-ARMS:** Jeff Phillips was today's sergeant. Michael Johnston distracted Jeff because there were olives on the plates at lunch; Dean Ledbetter called Jeff Phillips a "genocidist"; Paul Dangel scared Jeff Phillips when he had to get up and take a phone call (Paul asked if Jeff was leaving); "How do you keep from touching your face? Have a whiskey in one hand and a beer in the other" - Jeff Phillips

**JACKPOT:** \$20 won by Britton, Jr.

**GREETERS AND PRIZES:** Don Matthews won by John Rogers

**NEXT WEEK'S PROGRAM:** Melinda Jackson will speak on how to refer business to people.

**NEXT WEEK'S GREETERS:** Dean Ledbetter and CD Denson  
Prayer led by Mark Vance