

THE CITY SALESMEN'S CLUB
Selegram



Meeting Date: August 24, 2021

Location: Hoover Country Club

Presiding: Hank Spencer

Prayer, Pledge, & Creed Led by: Leon Chadwick

GUESTS: Dan Weingarten brought his father Gene and his work assistant Susan. Joseph Habshey brought potential member Rick Merriam of Custon Paint and Collision.

THANK YOUS: Started by Britton Eveland. Dean Ledbetter reminded everyone of the Employee Retention Tax Credit; it is cash in your pocket if you didn't make as much as you did in 2019 and you retained employees. Contact Dean with questions.

HEALTH REPORT: None.

APPROVAL OF LAST WEEKS MINUTES: Approved as submitted.

SECRETARY'S REPORT: 3rd reading for Matthew Stewart of Dick's Sporting Goods. He is store manager. Club sponsor is Joseph Habshey. Birthdays: Sam Sciara (8/27), Vic Nigri (8/28).

TREASURER'S REPORT: If you don't know if you owe money, ask Dean Ledbetter.

MEMBERSHIP REPORT: Bring guests!

ATTENDANCE REPORT: 53.

PRESIDENT'S REPORT: None.

SOCIAL ACTIVITIES: None

PROGRAM: Dan Weingarten of Birmingham MarbleWorks presented. Dan has owned Birmingham MarbleWorks for 21 years, and he credit his father for teaching him so much about running a business. Dan also credits his assistant Susan for being his right-hand man. Dan has two kids and a granddaughter. His son owns Magic City Mural Company. Dan has been in City Salesmen's Club for almost a year, and Joseph Habshey was very persistent in bringing him to the Club. CSC has re-solidified Dan's belief in "relationship-selling". Building relationships leads to long term business. He went to Huffman HS and played baseball at Auburn, where he won an SEC championship. Dan sold ceramic tile out of college. While doing this, his area was all the southeastern states plus Dallas and San Diego. The travel took a toll, so Dan quit so he could be around his family more often. He started Birmingham MarbleWorks without really knowing anything about it. To do this, he called in his pension plan and borrowed money from parents. 21 years later, the business is still rocking and rolling. The main source of business for the company is granite and marble, and Dan showed a slideshow of pictures from projects he has done. Dan mentioned that quartz countertops are actually only about 5% rock; the rest is basically a type of plastic. Marble and granite is the real thing.

SERGEANT-AT-ARMS: Alex Lott presided as sergeant. Dr. Alex Casey and Darryl White were late. Alex fined the entire leadership table because the signs that were made for the Club have not been displayed at meetings.

JACKPOT: \$22 won by David Pearce.

GREETERS AND PRIZES: Britton Eveland won by Frank Taylor
Don Mathews won by CD Denson

NEXT WEEK'S PROGRAM:

NEXT WEEK'S GREETERS: Leon Chadwick and Kyle Moon
Prayer led by Ken Graves