

THE CITY SALESMEN'S CLUB
Selegram



Meeting Date: August 25, 2020

Location: Hoover Country Club

Presiding: Andy Evans

Prayer, Pledge, & Creed Led by: Matt Gray

GUESTS: Keith Keller brought Bobby Thomas of ACCi

THANK YOUS: Started by Joseph Habshey

HEALTH REPORT: Joe Fuller is having hip trouble. Steve Harless's wife, Addie, has gone legally blind.

APPROVAL OF LAST WEEKS MINUTES: Approved as submitted.

SECRETARY'S REPORT: 3rd reading for James Lucas of Veritiv (packaging and facility solutions), Club sponsors are Chuck Davis and Joseph Habshey; 2nd reading for Alan Smith of ADW Temporary Staffing (staffing), Club sponsor is Joseph Habshey. 1st reading for David Pearce of Appliance Connection (appliance sales/service/installation). Club sponsor is Joseph Habshey.

Birthdays: Sam Sciara - 8/27; Vic Nigri - 8/28; Jack Galbreath - 9/4.

TREASURER'S REPORT: None

MEMBERSHIP REPORT: Gary Sheffer's first day. He is a lifelong banker turned small business owner.

ATTENDANCE REPORT: 37

PRESIDENT'S REPORT: Please send your RSVP to Ken Graves regarding the President's Party. Must dress nice for the Party. Jim Kline has asked for a two week extension for his Leave of Absence. Motion brought by Andy Evans, seconded by Wes Cline, approved. The President's Party is this Tuesday. There will be no meeting on September 8th due to Labor Day (HCC is closed).

SOCIAL ACTIVITIES: **President's Party is Sept. 1st (next Tuesday!)** SOCIAL DISTANCING! WEAR MASKS! STAY COVID-FREE!

PROGRAM: Ted Springer of Springer Equipment. Ted first gave a program in 1990. Springer Equipment has many lines of equipment, but they are mainly a forklift business, and they are based out of Nashville, TN. Ted has worked for different dealers from 1976-1991, and then he and Annette knew it was time to go out on their own. Ted says that Annette deserves all the blessings. Annette is the CEO and Ted is the COO of Springer Equipment. After a 3 year long process, they became minority certified, and that opened them up to much more business. They sell equipment to private companies, cities, the US government, the military, and even the United Arab Emirates. Ted says you don't know the power of City Sales Club until you ask a brother for help; not just professional help, but spiritual, emotional help. Ted was able to hand out 8 referrals in one day because a client of his needed a lot of stuff. Ted says, "The culture of your company eats strategy for breakfast."

SERGEANT-AT-ARMS: Hank Spencer was sergeant. Danny Raymond was supposed to be sergeant, but he was absent, so there is a \$5 fine. All fines waived due to Ted's fantastic presentation.

JACKPOT: \$19 won by Keith Keller

GREETERS AND PRIZES: Tim Hightower won by Steve Cook
Joseph Habshey won by Michael Johnston

NEXT WEEK'S PROGRAM: President's Party!

NEXT WEEK'S GREETERS: