



# THE CITY SALESMEN'S CLUB

## SELEGRAM



**Meeting Date:** 6/7/22

**Location:** Hoover Country Club

**Presiding:** Hank Spencer

**Prayer Pledge & Creed:** Led by Mike Lorino

**GUESTS:** Mary Grace Lorino (Mike Lorino Daughter)  
Aaron Solis (Alex Solis Son)  
Oscar Trojillo (Prospective Member and guest of Andy Evans)

**THANK YOUS:** Started by Michael Weber

**HEALTH REPORT:** Gary Sheffer's daughter is doing very well after her surgery. He thanks all members for texts/phone calls/ and well wishes.

**APPROVAL OF LAST WEEK'S MINUTES:** Approved as submitted.

**SECRETARY'S REPORT:** (3) Birthdays. Brian Lindsey (6/5). Mike Lorino (6/7). Terry Wright (6/7).

**TREASURER'S REPORT:** No Report.

**MEMBERSHIP REPORT:** No Report.

**ATTENDANCE REPORT:** 34 Active. 2 Assoc. 3 Retired. 3 Guests. 42 Total.

**PRESIDENT'S REPORT:** Reminder for the President's Party on June 23rd.  
Please sign up ASAP so we can account for food and seats in advance.

**PROGRAM:** Michael Weber - Weber Mortgage  
Weber Mortgage (A legacy company for the CSC). Started in October of 1999, the company is now 23 years old and has become a staple mortgage company in the city of Birmingham. They have 11 employees and specialize now as a broker as opposed to lending. Michael gave a detailed talk on the status of the mortgage industry right now and the direction he sees the industry heading into the future. "Everything today is reflected in tomorrow's inflation report." He emphasized the market will change again and noted that we see change like this about every 3-5 years. "If you are wondering if you have missed the deadline to sell your house, you certainly have." Michael then opened up questions to the floor for a detailed Q&A and answered several folks questions. He received assistance and input from several club members like Jim Kline, Howard Whatley, and John Sivley.

**SERGEANT AT ARMS:** Leon Chadwick - Brutal and Relentless.

**GREETERS & PRIZES:** Andy Evans (Won by Hank Spencer)  
Dr. Alex Casey (Won by Sidney Wehby)

**JACKPOT:** \$18.00 won by Gus Hogue