



# THE CITY SALESMEN'S CLUB

## SELEGRAM



**Meeting Date:** 9/20/22

**Location:** Hoover Country Club

**Presiding:** Daniel Gallegly

**Prayer Pledge & Creed:** Led by John Sivley

**GUESTS:** 5 Guests. Joe Mallan (Vision Securities) Charles Bailey (Tri-Beam Floors)  
Bobby Welch, Wesley Davis, Cheston (ACCi)

**THANK YOUS:** Started by Guy Rosenstiel

**HEALTH REPORT:** No Report

**APPROVAL OF LAST WEEK'S MINUTES:** Approved as Submitted

**SECRETARY'S REPORT:** (1) Birthday - (9/23) Jeff Phillips

**TREASURER'S REPORT:** No Report

**MEMBERSHIP REPORT:** No Report

**ATTENDANCE REPORT:** 44 Active. 1 Associate. 5 Retired. 5 Guests. Total of 55.

Attendance has been great (North of 50 for 5 weeks in a row)

Golf Tournament is October 11th at Ballantrae (Sign up Today!)

**PRESIDENT'S REPORT:** CSC Social - Happy Hour at The Filling Station (9/22/22) 5pm-7pm

**PROGRAM:**

Keith Keller - COO/Partner (ACCi). Keith started by praising the Current CSC Leadership table. Keith started as club secretary and made it all the way to club President. Keith has been married to his wife Missy for 29 years and they have (3) children together. (2) Boys and (1) Girl. His company ACCi was founded in 1989 by retired CSC club member Gene Whitley. Bobby Welch (who was in attendance for the program) is the President & Partner in the company with Keith. They currently have 19 employees on staff at ACCi. Their target clientele is small - medium sized businesses. They currently have over (60) clients on managed monthly contracts with them. Average Client size is about 25-125 employees per company. Their target growth was 25% in 2022 which they are on track to hit. 75% of their annual revenue is monthly recurring which is ideal for their business. They aim to reach over 5M in annual sales in the next (3) years and think this is very doable for them. What is your business goal? Personal goal? What is your plan to get there? What steps will you take to get there? These are all questions Steve posed to the CSC floor. Keith told a great story about the 20 mile march and says it inspires him in his business and personal life. Keith stressed that if you take one thing away from his program it is that you need to set up Multi-Factor Authentication for your business email. Keith closed with elaborating on his close relationship with Jesus Christ and encouraged others to reach out to him if they wish to further their own relation with the lord. Keith gave a great program.

**SERGEANT AT ARMS:** Matt Gray - Brutal

**GREETERS & PRIZES:** Alex Solis - Won by Jason Burns  
Alan Smith - Won by Greg Troncale

**JACKPOT:** \$26.00 - Won by Dick Coffee