



# THE CITY SALESMEN'S CLUB

## SELEGRAM



**Meeting Date:** July 18, 2023  
**Location:** Hoover Country Club  
**Presiding:** Joe Daniel  
**Prayer, Pledge & Creed:** Jeff Phillips

**GUESTS:** Levi Eveland (Britton's youngest son)

**THANK YOUS:** Started by Ernie Daw

**HEALTH REPORT:** Tom Meter has a consultation to eradicate his prostate cancer. Steve Harless was scheduled to be released to go home today. *Non-health related:* Andy Evans asked for prayers as he leads a group of 44 kids to camp in Boone, NC.

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

**SECRETARY'S REPORT:** Nothing was reported. There were 3 Birthdays, but none of the members were present. Bo Kerr 7/18 – Frank Peek 7/19 – Alex Casey 7/20

**TREASURER'S REPORT:** Invoices have been sent. Pay yours.

**MEMBERSHIP REPORT:** Joseph Habshey reminded everyone to look for members wherever you work and play.

**ATTENDANCE REPORT:** 50 Active. 2 Associate. 4 Retired. 1 Guest. **57 Total.**

**PRESIDENT'S REPORT:**

- Board members will reach out to membership about attendance.
- Membership will receive an email link later this week with fields that need input. Please make sure information about your category, the year you joined, and your club sponsor are populated and correct.
- Johnny Self has been presented with membership options going forward.
- Joe has talked with Hoover Country Club about our room setup. As a reminder, the buffet is self-serve, not necessarily "all you can eat". Please leave some for your fellow members.

**PROGRAM:** Mike Seals of Southlake Capital presented. It's been 3 years since his last program, and he shared some interesting tidbits from that day, July 14<sup>th</sup>, 2020. Mike initially went to Auburn to study architecture, but quickly found out that wasn't his passion. He came home after his father was diagnosed with cancer. During his first term at UAB, he was blessed with an opportunity to study business at Samford for \$500/semester. Mike is married to Julie and they have 3 adopted children. He told a funny story about the time their middle son, Tyler, caught he and Julie "wrestling". His advice is to always have open communication with your spouse. His first job was a leasing sales rep with AmSouth Bank. He later went to do the same work at SouthTrust until investors approached him about starting Lease Partners Capital. Soon after, he was invited to the CSC by Raymond Scott. That was 26 years ago. Another piece of advice, you get out of club what you put into it. Regularly attend meeting and move around to meet as many people as you can. God spoke to Mike one night and told him he needed to raise money for track chairs, which help people (mainly Veterans) get around. His involvement with that cause, led to Fred Gustin's annual brownie fundraisers. He works through SOS, Support Our Soldiers, to locate Veterans in need. To date, that cause has raised enough money to purchase 70 track chairs. As far as Southlake Capital is concerned, it's an equipment leasing and finance business, generally working on deals \$10K+. They lease copiers, computers, phone systems, office furniture, commercial vehicles, medical and manufacturing equipment, software upgrades, forklifts, HVAC, signage and packaging. They also provide 100% financing, which can include shipping/freight. They work with small business to publicly traded companies, as well as municipalities. Right now, Mike and John Rogers are working on a \$2.5MM deal with Delta Airlines. Members can help with referrals, including buyers, equipment sellers, or anyone moving their business. Great program!

**SERGEANT AT ARMS:** Joseph Habshey was on fire - a stickler for etiquette and tradition. All proceeds from fines were directed to Fred Gustin's fundraising efforts for track chairs for veterans.

**GREETERS & PRIZES:**

Matt Gray (MyLogoSource.com) – won by Philip Webb  
C.D. Denson (Stead, Fuller & Denson Insurance) – won by Tim Hightower

**JACKPOT:** \$26 – Won by Gary Sheffer (again)

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