

# POWER TEAM MEETING

## MAY'S FOCUS

John Silverman was the focus: our objective to get him referrals

### UPDATE:

Results \_\_\_\_\_ 10 \_\_\_\_\_ referrals BNI \$ 1200

### BUSINESSES OF INTEREST

- COMMERCIAL BROKERS
  - ESTATE PLANNING ATTORNEYS
  - BUSINESS BANKERS
  - SIGN COMPANY
  - PROMOTIONAL COMPANY
  - CHIROPRACTOR
  - PRINTING COMPANY
  - Interior Designer
- 
- Florest

### CONTACT RESULTS

None resulted in positive outcome

### OVERCOMING OBSTACLES

Each individual member of the power team brings one visitor from the category that has been listed above to the chapter

send out BNI post cards

make letters to invite businesses

make phone calls

invite business owners/managers out of the area to power team meetings

## JUNE'S FOCUS BOBBY KOBA- INSURANCE

\_\_\_\_\_ We will commit to get referrals for \_\_\_ Bobby Koba \_\_\_\_\_

Bobby would like an introduction to Human Resources Director or ultimately the decision maker of the company to offer **Health Insurance**. He gives his personal care and attention to the clients. His clients can reach him directly for any questions or concerns rather than a general customer service line.

Can ease the client through informing them of the changes in the insurance and how to get the best benefit of the options.

He provides these vital components that makes Bobby stand out: Cost + Benefit + Service

## SUMMARY

Focus is growing our power team with good affective team that encompasses on our common goal which is to get profit making referrals.

## ATTENDEES

Abby, John, Jim, Ray, Bobby, Monica, Bonnie

## Guest: One guest Joyce yHam

Law of Attraction Trainer: As a personal coach, her suggestion for the group was to be concise on what your goals are and to write it down for it to come to fruition.

Communication: Joyce added when communicating your message talk about hot topic button in a question with a negative and then turn it into a positive to make it memorable.

As we concluded the meeting, all attendees agreed to commit sending out 5 post cards to invite professions listed above.

Next power team meeting is scheduled for **Wed July 14th at 11:30 am**. The place TBD

Key point for our next meeting bring guests that might not necessarily join our chapter but might do business with one of us. If that guest does do business with one of the members then the BNI bucks would be to the person that brought that guest.

Zone in for Bobby and get him referrals.