

EWI® of Memphis

November 15, 2018

Minutes of the Chapter Meeting

**Call to Order**

The EWI of Memphis Chapter meeting was held on Thursday, November 15, at Amerigo Italian Restaurant on Ridgeway Road in Memphis. The meeting was called to order at 12 pm by President Deborah Vaughn (Staples).

**Roll Call**

Secretary Jane Bratton (Smith & Nephew) called the roll. In attendance were 20 active reps; 3 sustainers; 0 life members; 7 guests (including speaker and 2 prospective members), for a total of 30. There was a quorum present.

**Invocation**

Cissy Pryor (Living Health Day Spa) gave the invocation. Afterwards, the group enjoyed a delicious lunch.

**Program**

Wanda Allen of Up Sales Strategy gave an interesting and informative presentation on effective follow-up techniques. Three key follow-up strategies to gain more clients and close more sales and be more productive are:

1. Mindset shift - from fear to confidence
2. Use a CRM (Customer Relationship Manager)
3. Make it a priority – do the most important work first.

Wanda is the author of *Follow Up Savvy* and *Follow Up Sales Strategies.* She can be reached at [wanda@followupsalesstrategies.com](mailto:wanda@followupsalesstrategies.com) or 858-382-1952.

**Business Meeting**

**Minutes**

Minutes of the October 2018 Chapter meeting were approved and will be posted to the website, along with October Board meeting minutes. There were no suggested corrections by the membership.

**Treasurer’s Report**

The October 2018 financials have been posted to the website and will be filed.

**Installation of 2018-2019 Board by Deborah Vaughn, President**

The following officers, who were unable to attend October Chapter meeting, were installed

* Jane Bratton (Smith & Nephew, Inc.) was installed as Secretary.
* Sylvia Mayhorn (Staples) was installed as Sergeant-At-Arms.
* Judy Carmichael (William Howard & Co Financial Advisors, Inc.) was installed as Fundraising Director.

President Vaughn then recognized the entire Board.

**Programs – Janet Samples (Staples Advantage)**

December 20: The chapter meeting will be a firm night. It will be hosted by Youth Villages at their Bartlett campus. CEO Patrick Lawler is scheduled to be the speaker. Members are asked to wear holiday attire.

January 17: The location and program are to be determined.

February 21: The location is tentatively scheduled for The Hilton Hotel. The speaker is Peggy Quinn, former president of EWI of Memphis, as well as past Corporate President.

**Fundraising – Judy Carmichael (William Howard & Co. Financial Advisors)**

Continuing a long tradition, the December 20 chapter meeting will include a Bake Sale. Judy will send a reminder to the membership closer to the date.

**Communication**

President Vaughn congratulated Director Angie Moore (International Paper) on the November newsletter. Articles for the December ***Connect*** are due to Angie by November 30. Members are strongly encouraged to submit information or news from their firms and/or executives. A primary focus of the chapter’s newsletter is to highlight member firms.

**BCDP**

President Vaughn thanked B/C/DP Director Linda Grissom (Medtronic) for organizing a very successful Reading Rally, which was held at the Madonna Learning Center on November 2. Several chapter members attended. Linda had previously distributed a comprehensive report on the event, via email, to the chapter membership.

**Announcements**

* Committee Chairs (with exception of Communications) have now held their initial planning meeting and are set to accomplish their various goals for the year. Members, who are interested in attending the Communications planning meeting on November 27, are asked to contact Director Angie Moore or President Vaughn.
* The next Board meeting is scheduled for Thursday, December 13, at Business Equipment Center with Vice President Mable Barringer (National Kidney Foundation) hosting. Board meetings are open to any member wanting to attend. Members are asked to let President Vaughn know ahead of time, if they are attending.
* Vice President Barringer presented a birthday gift to Janice Ousley (Mary Kay Cosmetics). Carrie Semmes (Sustainer) also has a November birthday.

**Networking**

Judy Carmichael thanked Latrice McLin (Shoemaker Financial) for assistance with a door prize for a recent charitable event.

Janice Toshach (BancorpSouth) announced new CD rates being offered by her bank.

President Vaughn thanked Amerigo for a wonderful lunch; Wanda Allen for her presentation; and guests for their attendance.

Wanda Allen gave a copy of her book as a door prize (via random drawing).

**Adjournment**

The meeting was adjourned at 1:05 pm.

/s /s

Deborah Vaughn, President Jane Bratton, Secretary