



Growing our businesses together with the highest standards of business ethics and dealings.

SBEA Newsletter

March 5, 2024

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Upcoming SBEA Events

March 12, 2024

Classification Talk & Open House by Ashley Owens, Hardware Resources

March 19, 2024

Classification Talk by Mark Sealy, Sealy Real Estate Services

March 26, 2024

Classification Talk by Michael Smith, Pioneer Comfort Systems
SBEA Board Meeting

March 28, 2024

SBEA Orientation (11:30 A.M. at East Ridge Country Club)

Our Meeting Today

Attendance was down today. Please continue to make SBEA a weekly commitment. When someone gives their Classification Talk it is better to see a room full rather than a bunch of empty seats! Remember if you will be out, please let the SBEA office know.

This morning we had **52** members at our meeting with the '**10**' tables listed below 100%!

Table #2—**Cole Smith**, Colvin, Smith & McKay, Attorneys

Table #3—**Robert Poindexter**, New York Life Insurance

Table #4—**Audrey Robinson**, Idea Path

Table #5—**Mark Porter**, Porter's Cleaners

Table #6—**Leanne Churchman**, Worrell Bros. Promotional Sales

Table #7—**Carolyn Moore**, Carolyn Moore Coaching & Consulting

Table #8—**Charlie Coyle**, Coyle Engineering

Table #9—**Jason Doyle**, Sound Minds

Table #10—**Bill Haynie**, Advanced Cardiovascular Specialists

Table #12—**John Albin**, American Child Preschool & Child Care

Please, if you are ill, **STAY HOME!**

General Leads

We have 3 new Corvettes in stock for sale and several Tahoes and lots of trucks.
George Fritze

Southwestern Energy merging with Chesapeake. Will become the largest natural gas producers in the U. S.
Keith Payne

Construction Leads

2 new Golden Chick fast food restaurants coming to Shreveport-Barksdale Hwy. and Pines Rd.
Kyle Hand

Moving forward with new building for Rice & Kending on Kings Hwy.
Keith Payne

Leads Program

Keith Payne led us in our Leads Program this morning. As you can see leads were slim. **Keith** won the 2 bottles of wine, donated by Thrifty Discount Liquors and Wines. Thank you Tracy, Roland and Roland!!

Please bring leads to share with the membership. That is what SBEA is all about! Even if you are unable to attend the SBEA meetings, email or text your leads to the SBEA office so they can be published in the newsletters.

SBEA Family Day Sponsorship

If you would like to help sponsor our SBEA Family Day on April 2nd, please contact the SBEA office.

Looking for New Members



This morning, we highlighted a security company for a possible new member. We currently have 69 member firms and 10 associate members. We now don't have an Ear, Nose and Throat Physician. We need a florist and there are so many other open classifications. A good number of members for SBEA is 85-90. So please remember, we are always looking for new members. If you know of someone who would make a good member for SBEA, please contact the SBEA office.

I update an Excel Workbook whenever there are changes. This workbook has phone numbers, home and business addresses, classifications, and websites. This way you can check all of your information and make sure it is all correct, but you can also check on the classifications. If you aren't for sure if a classification is open, still submit any new members you may have on your mind and it will be checked to make sure the classification is not taken.

Please **DO NOT TELL People that you are going to propose them for membership!** The process takes 3-4 weeks in order to get the new member approved for publication. After a new member proposal is published to the membership and has passed the 15 working days of publication without any issues you will then be asked to invite them to a meeting. In case a person or firm does not pass all the steps this process helps prevent hurt feelings.

If you would like to propose someone, let the SBEA office know and a new member proposal form will be sent to you or you can go to the SBEA website and fill out the form. Also there are forms in the table books every Tuesday.



March 9 - Marc Price
March 18 - Doug Rountree
March 25 - Charlie Pippin
March 28 - David Clark
March 29 - Adam Rimmer
April 7 - Mark Eldredge
 Carolyn Moore
April 9 - Charlie Coyle
April 16 - Debbie Frey
April 19 - Gerald Adams
 Thomas Sanders
April 25 - Chris Fultz

SPLIT THE POT DRAWINGS

Remember to bring money each Tuesday for the Split-the-Pot drawing. The tickets are \$1.00 each or 6 tickets for \$5.00. The money collected is divided and the winner each week wins half the monies and the other half goes to pay for the beer and wine for the SBEA Christmas party. So bring money to help run the pot up each Tuesday!

This morning **Robert Dean** was the lucky winner of \$23.00.

Upcoming Special SBEA Events

On April 2nd, we will be having our SBEA Family Day. There will be no breakfast meeting that day. Family Day is 5:30—7:00. Be looking for your reservation form this week.

On April 16th, we will be having our first of three outside speakers. Eric England from The Port will be with us letting us know what is going on in our community at The Port.

Vacation Getaways

We would love to work directly with anyone in the group that is interested in a Gulf Shores vacation. We have 4 properties to choose from - 3 bed/3 bath across the street from beach, 4 bed/3 bath directly on beach, 6 bed/6 bath directly on beach and 9 bed/9 + bath directly on beach. All 4 houses have a pool. We manage our properties personally so there are no surprises.



To view the properties, visit our website www.portersmark.com

We have had numerous weddings and corporate retreats at Porter's Mark. Several of our SBEA members have either visited or stayed in one of our properties. Feel free to ask Debbie Frey, Ricky Rogers, Robert Poindexter or Bryan Roppolo for their feedback. We are very proud of these properties and feel confident that your beach experience and memories will exceed your expectations.

Kate & I look forward to hosting your next beach vacation.

Mark Porter

If you would like to put your vacation condo or home in the SBEA newsletter please send the information to debbie@sbea.biz and you can get the same free advertising.



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SBEA is.....

A business service organization, operating for the individual benefit of its member firms, not for profit as an organization or for philanthropic pursuits.

An organization with one primary purpose... to produce business leads for its fellow members.

An organization that provides its members with dependable sources of supply. Members trust each other to provide the highest quality of products and services at a reasonable price. When a fellow member is satisfied with the service, they will recommend the member(s) to their other business and personal contacts.

Shreveport Bossier Executives should be thought of as an extension of your business, and part of your marketing plan! You have an extended "executive sales force" that you meet with each week. As with any sales force, they need to be educated and trained to maximize their potential for developing leads that turn into business for you! Use your SBEA membership to its full advantage!

Make Your Membership Count

- Target different members each week
- Share your contacts
- Exchange ideas
- Give quality leads
- Follow up on leads you receive
- Say clearly who you are
- Thank members publicly for all leads
- Ask for the business
- Tell them what you do
- Share your business information
- Participate during table discussions
- Be interested in what others say and do
- Prepare an info-mercial
- Propose a quality firm for membership
- Report all Direct Business and New Leads