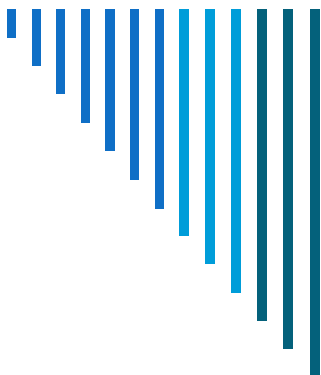




Growing our businesses together with the highest standards of
business ethics and dealings.

SBEA Newsletter

September 23, 2025

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Upcoming SBEA Events

September 25, 2025

Open House by Logan Lewis, Red River Revel

September 30, 2025

Classification Talk by Mike Young and Kelly Killian, Red River Sanitors
SBEA Board Meeting

October 7, 2025

Round Table Discussions—Revision of SBEA By-laws

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 **53** members at our meeting with the '**12**' tables listed below 100% !

Table #1—**Robert McKinnon**, EppraisalNetwork.com

Table #2—**Wayne Nissen**, Nissen Unlimited

Table #3—**Moss Duvall**, Pelican Tents & Events

Table #4—**Kyle Hand**, Hand Construction

Table #5—**Cole Smith**, Colvin, Smith, McKay & Bays

Table #7—**Gerald Adams**, AAA Insulators & Sales

Table #8—**Bill Haynie**, Advanced Cardiovascular Specialists

Table #9—**Charlie Pippin**, Glass Services

Table #10—**George Fritze**, Red River Chevrolet

Table #11—**Doug Rountree**, ASAP Delivery

Table #13—**Martee Reeg**, Professional Sitter Services

Table #14—**Carolyn Moore**, Carolyn Moore Coaching & Consulting

Classification Talk



John Albin is partners in business with his wife Eve. They have 4 children. John and Eve purchased American Child Preschool & Child Care in 2010 from his in-laws, Dr. and Mrs. Joseph

Cutcher. Dr. & Mrs. Cutcher founded the business in 1974.

John has a Bachelor of Science in Management and a MBA from TCU. He spent 20 years with AT&T and Hearst Publishing prior to buying the business and moving back to Eve's hometown.

American Child Preschool & Child Care is located at 426 E. Washington. They have been at this location since 1976. They also have a second location at 7061 Greenwood Springridge Rd. in Greenwood, LA.

American Child Preschool & Child Care accepts children from 6 weeks to 12 years at both locations. Their before/after school program serves South Highland Magnet, Fairfield Magnet, Eden Gardens Magnet, Claiborne Magnet, AC Steere, Broadmoor Stem, Riverside, Shreve Island, Magnolia Charter and Creswell at the Shreveport location; and Walnut Hill at the Greenwood location. Both of their locations are open 6:00 AM to 6:00 PM Monday-Friday. Both locations have waiting lists for some of their classes, but there are openings in other classes.

American Child's Infant and Toddler Program offers educational and day care experiences for children ages 6 weeks to 2 years old. The infants and toddlers utilize the State approved Frog Street curriculum to ensure that all children are on track to enter preschool and be on track to start a structured curriculum program.

John really believes in spending time reading with your children from infants all the way up. This is a focus at American Child. They have found over the years that successful reading skills are the most consistent indicator of future academic success. American Child has used the A Beka curriculum with great results for over 30 years. They start this as early as 2 years old. Their curriculum runs about a full year ahead of public school with the majority of the Louisiana pre-K curriculum being met in the 3- and 4-year-old classroom and about 80% of the Louisiana Kindergarten requirements are being met in their pre-K classrooms. About 80% of their pre-K children are reading independently by the start of kindergarten. They have historically been able to place about 70% of their children in magnet schools. They also have a 4 Star rating with the State of Louisiana.

American Child also offers after school services and opportunities. They also offer full-day care when schools are out. They assist students as needed with their homework and offer tutoring.

A good lead for John is anyone who needs childcare either for pre-school or after-care for school-agers.

Construction Leads

NO LEADS TURNED IN!!

Next week is the last chance to win the prize at Building B. Bring leads to share with the membership!!!

General Leads

NO LEADS TURNED IN!!

Next week is the last chance to win the prize at Building B. Bring leads to share with the membership!!!

Leads Program

Jarrold Horton is leading our September Leads Program. Leads were fair today. All the leads for this month will be put into a drawing for a \$200 gift certificate to Building B, Harrison Paint's interior design showroom. **Chris Hamm** donated this great prize!! Thank you Chris!!!

Leads are 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.

LEADS

When a member receives a business lead, he is expected to act promptly on it and to follow it up diligently, making every reasonable effort to get the business.

Leads are the sole motivating force of this association. Leads produce business and profits for members. You are expected to keep an open ear for leads that may product business which you can pass on. Get to know your Association members, what lead may help them and you will find these efforts returned to stimulate your own business or profession.



September 27 - Zemeron Vance
September 28 - Bryan Roppolo
October 1 - Moss Duvall
October 3 - Mark Porter
October 4 - Ben Whalen
October 7 - Kevin Poston
October 14 - Kevin Pesnell
October 18 - Shane McPherson
October 19 - Robert Dean
October 29 - Wayne Nissen

SPLIT THE POT DRAWINGS

As of today, the pot is \$1,658.00.
Also, as of today there are 31 cards
left in the group you draw from.

Today **Debbie Barras** was the lucky
winner of \$4.00.

Keep bringing money to build up this
pot. You may be the lucky winner
one day, All you have to do is draw
the Ace of Spades!

SBEA Breakfast Sponsorships

If you are interested in sponsoring a breakfast meeting, please
contact the SBEA office. As of right now, we have a breakfast
sponsor through November. The cost is \$1,000.00 and you can
invite 6 people from your firm to visit that day.

Looking for New Members



We currently have 68 member firms and 13 associate members. There are several 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.

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.



Shreveport Bossier Executive Association

P. O. Box 19487
Shreveport, LA 71149-0487

Phone: 318-632-4944
Fax: 318-632-4946
E-mail: debbie@sbea.biz

**Growing our businesses together
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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!

It Takes Cooperation

SBEA is structured to be a business networking vehicle for EACH member. But EACH member will only be as successful as his or her efforts. Networking means:

- Making friends. People like to do business with people they like.
- Turning rejection into winning opportunities.
- Taking people risks -- be the one to reach out.
- Stepping out of your comfort zone.
- Asking yourself if your goals are being supported.
- Building and nurturing positive long-term relationships.
- Creating your own visibility.
- Sharing power and building your own safety net.
- Making appropriate decisions at the right time.
- Meeting as many new people as you can.

**NETWORKING WILL CARRY YOU TO THE GOALS YOU
WANT TO ACHIEVE!**

University Veterinary Hospital Open House



University Veterinary Hospital Open House



A big THANK YOU to Erin Smith-McConnico and the staff of University Veterinary Hospital for welcoming us at their open house.

