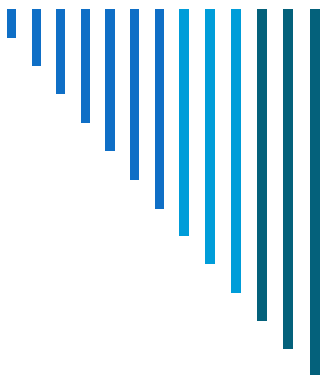




Growing our businesses together with the highest standards of
business ethics and dealings.

SBEA Newsletter

October 7, 2025

Volume 53, Issue 34

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Upcoming SBEA Events

October 14, 2025

Classification Talk and Open House by Sid Potts and Randi Hroch, Sid Potts Inc.

October 21, 2025

Outside Speaker—Kevin Nolten, Cyber Innovation

October 28, 2025

Classification Talk by Tim Wilson, Porters Carpet Cleaner
SBEA Board Meeting

Our Meeting Today

Attendance was really 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 only had **45** members at our meeting with the '7' tables listed below 100% !

Table #2—**Matt Shanklin**, Independence Bowl Foundation

Table #4—**Jarrold Horton**, Anti-Pest

Table #5—**Adam Hubble**, Hand Construction

Table #6—**Robet Poindexter**, New York Life Insurance

Table #7—**Adam Rimmer**, Rimmer Electric

Table #9—**Roland Troups, II**, Thrifty Discount Liquors & Wines

Table #11—**Keith Payne**, The Payne Company

Please, if you are ill, STAY HOME!

Construction Leads

2 road projects—Winfield Road extension and Benton Road @I-220 widening.

Charlie Coyle

General Leads

Dr. Loren Scott predicts that Shreveport-Bossier will see 2-4% growth and a lot more if the data center comes (for the next 2-5 years).
George Fritze

Catch Seafood & Bar on Youree Drive. In the place where Daks and Burger King were.
Debra Williams

Leads Program

George Fritze is leading our October Leads Program. Leads were fair today. I am looking for a prize for our October Leads Program. If you and your firm would like to contribute a prize, please let me know.

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.

WHAT IS A LEAD? It is an opportunity to do business BEFORE the other fellow even suspects that there is business to be done!

WHAT IS A GOOD LEAD? Any type of business information that may help a member. Information on anyone who is in the market to buy, build, sell, barter, or exchange any commodity or service offered by a member.

WHEN IS A LEAD A GOOD LEAD? Only when it is ADVANCE information brought to light before it becomes public knowledge.

WHERE ARE GOOD LEADS FOUND? In conversations with friends, employees, neighbors, family and any outside business or social contact. In conducting your own business, you frequently hear bits of information of no value to you, BUT this information, if passed along to other members could be very valuable to them.



October 7 - Kevin Poston
October 14 - Kevin Pesnell
October 18 - Shane McPherson
October 19 - Robert Dean
October 29 - Wayne Nissen
November 14 - Kevin Duncan
November 19 - Chris Hamm
November 30 - Robert Poindexter
December 1 - Debra Williams
December 2 - Ryan Rebouche
December 9 - Cayce Hand
December 15 - Emily Jones
December 18 - Jordane Erckelboudt
December 20 - Michelle Long
December 21 - Tim Keeley
December 29 - Matt Snyder

SPLIT THE POT DRAWINGS

As of today, the pot is \$1,776.00. Also, as of today there are 29 cards left in the group you draw from.

Today **Tim Keeley** was the lucky winner of \$10.00, but he didn't take the money.

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. 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.

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**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!

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