



## THE EXCHANGE

A WEEKLY PUBLICATION OF  
THE DALLAS BUSINESS ASSOCIATION

H. Guy Smith, Executive Director, (972) 774-9000

[www.dallasbusiness.org](http://www.dallasbusiness.org)

### OFFICER / DIRECTORS

#### President:

Robin Hamm  
Dallas Pools, Inc.  
13115 Red Fern, Suite 100  
Dallas, Texas 75240  
[robinhhamm@yahoo.com](mailto:robinhhamm@yahoo.com)  
(972) 233-2632

#### Vice-President:

Bruce Washington  
7012 Midcrest Dr.  
Dallas, Texas 75254  
[brucew90@gmail.com](mailto:brucew90@gmail.com)  
(214) 236-9645

#### Secretary/Treasurer

Bob Sheeley  
Shelburne Fischer Sheeley,  
CPA's, PC  
2815 Valley View Ln., Suite 202  
Dallas, Texas 75234  
[bsheelley@sfscca.com](mailto:bsheelley@sfscca.com)  
(214) 363-5303

#### Leads/Attendance Chair

Jim Poluikis  
Sewell Lexus Automobile  
Dealership  
6211 Lemmon Ave  
Dallas, Texas 75029  
[jpoluikis@sewell.com](mailto:jpoluikis@sewell.com)  
(214) 353-2815

#### Social/Acquaintance Chair

Lynn Hood  
LJH Interiors, LLC  
16610 Davenport Road  
Dallas, Texas 75248  
[lhood5500@att.net](mailto:lhood5500@att.net)  
(972) 743-4008

#### Membership Chair

Grover Brillhart  
ARMOR Wealth Management  
16479 Dallas Parkway, Suite 850  
Addison, Texas 75001  
[gbrillhart@armorwealth.com](mailto:gbrillhart@armorwealth.com)  
(469) 737-4117

#### Past President

Joe Kboudi  
Smithco Flooring  
14073 Proton Road  
Dallas, Texas 75244  
[jkboudi@rugmart.net](mailto:jkboudi@rugmart.net)  
(972) 243-0973

## June 16, 2017 PROGRAM NOTES



As a mortgage lender, Herb Ziev knows what it takes to have good v. bad credit. He often has to advise his clients on how to increase their credit score. To have good credit you have to have credit and the main factor in evaluating credit is revolving credit. To increase a credit score when you have no revolving credit: (1) go get a credit card, (2) make timely payments, and (3) only use 30% of the available credit. Seventy-nine percent of all credit reports have an error, so checking your report yearly (you are entitled to a free report each year) is critical. Give yourself credit and follow Herb's suggestions.

**[THIS TUESDAY'S SPEAKER: Karen Washington – Conflict Resolution. Remember to complete the assessment that is attached to the Exchange email.](#)**

### [Notes and Announcements](#)

Congratulations(?) to our newly elected Board Members:

Elaine Kollaja, Kelly Brookbank, & Karen Allen. The Board appointed Steve Meleleu to complete the vacant 6 month term.

**BOARD MEETING THIS TUESDAY:** All current and newly elected Board members are to attend. (Failure to attend may mean you are the next President!)

**TUESDAY'S MEETING: 17 members present. 7 leads given. 9 leads received. \$1,985.00 in business given and \$1,400.00 in business received. Grover won \$12 in fun bucks.**

#### [JUNE DBA BIRTHDAYS AND MEMBERSHIP ANNIVERSARIES:](#)

**Birthdays: Robin Hamm – 6/23; Anniversaries: Guy Smith 6/89**

**TRIVIA QUESTION (continued):** Name the DBA member (or members) who hold a Master's in Business Administration degree from the University of Phoenix. (First correct answer submitted after 6PM, June 12th wins a fun buck.)

**MEMBERS ABSENT FROM TUESDAY'S MEETING:** Lynn Hood, Lonnie Moore, David Davis, Raymond Wong, Connie Smith, and Fred Badya