



## 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  
[robinh Hamm@yahoo.com](mailto:robinh Hamm@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 20, 2017 PROGRAM NOTES



Guest speaker, Bob Josh, lead us in a discussion concerning conflict resolution. Our conflict resolution behavior is measured between 2 dimensions: assertiveness and cooperativeness. These 2 dimensions of behavior are used to define 5 specific methods of dealing with conflicts. Using results from self-assessments, Bob helped us determine which of the 5 conflict handling modes was predominant in our individual behavior. In an attempt to be accommodating, thereby avoiding competing, with the desire to be compromising, always enjoy collaborating when dealing with conflict resolution.

**THIS TUESDAY'S SPEAKER: Continued from last week with Bob Josh and Karen Washington – Conflict Resolution.**

### Notes and Announcements

Congratulations(?) to our new Board Officers and Committee Chairs:

President: Elaine Kollaja. Vice President: Bruce Washington. Secretary/Treasurer: Jim Poluikis. Membership Chair: Dr. Karen Allen. Social Chair: Kelly Brookbank. Leads/Attendance Chair: Steve Meleleu. Immediate Past President/Orientation: Robin Hamm.

**UPDATE YOUR DBA BIO:** If it has been a while since you reviewed your bio on the DBA webpage, take a look at it and notify Raymond of any changes.

**TUESDAY'S MEETING: 14 members present. 5 leads given. 7 leads received. \$6,000.00 in business given and \$38,615.00 in business received. Guy won \$13 in fun bucks.**

#### JUNE DBA BIRTHDAYS AND MEMBERSHIP ANNIVERSARIES:

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

**TRIVIA QUESTION:** Name the three DBA members who, as members of the choir, sang together in a *Messiah* concert. (First correct answer submitted after 6PM, June 23rd wins a fun buck. Members who are answers to the question are not eligible.)

**MEMBERS ABSENT FROM TUESDAY'S MEETING:** Joe Kboudi, Lonnie Moore, David Davis, Raymond Wong, Connie Smith, Herb Ziev, Bob Sheeley, Bob Nienstadt and Daniel Boor