



THE EXCHANGE

A WEEKLY PUBLICATION OF
THE DALLAS BUSINESS ASSOCIATION

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

www.dallasbusiness.org

OFFICER / DIRECTORS

President:

Elaine Kollaja, CPA
Organizing Your Legacy
108 West Shore Dr., Suite E
Richardson, Texas 75080
elainekollaja@gmail.com
(214) 499-6646

Vice-President:

Bruce Washington
7012 Midcrest Dr.
Dallas, Texas 75254
brucew90@gmail.com
(214) 236-6645

Secretary/Treasurer

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

Leads/Attendance Chair

Steve Meleleu
SMA Insurance Services
2301 Ohio Dr., Suite 221
Plano, Texas 75093
steve@smains.com
(214) 342-3109

Social/Acquaintance Chair

Kelly Brookbank
Kelly's Pooch Hotel
9501 Faircrest Dr.
Dallas, Texas 75238
baybrook86@sbcglobal.net
(214) 341-3637

Membership Chair

Dr. Karen Allen, OD
Premier Vision of Dallas
16479 Dallas Parkway, Suite 475
Addison, Texas 75001
drallen@premiervisionofdallas.com
(214) 206-3380

Past President

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

September 12, 2017 PROGRAM NOTES



Herb Ziev recently returned to Benchmark Mortgage which is the company where he began his career in the mortgage industry. Benchmark works with the same underwriter and loan processor on all of its loans, which makes it easier for Benchmark to assure their clients that they will “absolutely close on time”. Herb works with all types of mortgage lending, including loans for vacation homes, construction, and reverse mortgages. Interest rates are still determined by 3 factors: (1) amount of the loan, (2) amount of the down payment, and (3) credit history – which is the most critical. So, if you need a mortgage loan or want to refi an existing mortgage loan, contact Herb.

TUESDAY, September 19th PROGRAM: Guy Smith – Top 25 New Laws Passed by the 2017 Texas Legislature

Notes and Announcements

BOARD MEETING immediately following Tuesday's meeting.

TUESDAY'S MEETING: 13 members present. 6 leads given. 6 leads received. \$1,618.00 in business given. \$11,100.00 in business received.

SEPTEMBER DBA MEMBERSHIP ANNIVERSARIES:

Steve Meleleu – 2002; Jim Poluikis - 2002; Dr. Karen Allen – 2015.

Trivia Question: Name the DBA member, or members, that once worked as a buyer for Macy's. (First correct answer submitted after 2AM September 17, 2017 wins a fun buck.) Offer expires at noon, September 18, 2017 and the member (s) that is the answer is not eligible.

MEMBERS ABSENT FROM TUESDAY'S MEETING: Raymond Wong, Bob Nienstadt, David Davis, Kelly Brookbank, Karen Allen, Cassie Bledsoe, Robin Hamm, Daniel Boor, and Connie Smith