



dallas business association
Networking that WORKS

THE EXCHANGE

A Weekly Publication of The Dallas Business Association
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March 27, 2018



How do we make sure that we stay “Top of Mind” with our customers, prospects and referral sources? According to Lynn Barrett it starts with a plan and building relationships. Lynn is a business/marketing coach who works with clients in targeting, developing, and maintaining strong professional relationships with prospects, clients, and referral sources. People buy from people they know, like, and trust. Outreach through technology and social media must be part of any business plan, but nothing replaces personal relationships. Relationship building is the foundation for business success and longevity.

WELCOME TO OUR NEWEST MEMBER: Jr. Escobar, Escobar Heating and Air, escobarhvac@yahoo.com 972-670-6760

Tuesday, April 3rd - Program: Darrel Spurlock – Security Issues

Notes and Announcements

Kelly Brookbank has announced her resignation from DBA effective April 30, 2018. Kelly and Rufus are moving to South Carolina to be closer to her parents. The Pooch Hotel will shutter its doors May 29th. Many thanks to Kelly for her many contributions to DBA. We, and our dogs, will miss her.

TUESDAY’S MEETING: 12 members present. 7 Leads Given. 3 Leads Received. \$2,875.00 in Business Given. \$6,550.00 in Business Received.

March Birthdays: Herb Ziev - 03/03; Bruce Washington – 03/08; Steve Meleleu – 03/20;

DBA February Membership Anniversaries: Robert Sheeley - 2010; Wade Brower – 2017. Jim won \$10 in fun bucks.

TRIVIA QUESTION: Name the member(s) born in the state of Utah. (First correct answer submitted after 2AM, March 24, 2018 wins) Offer expires at noon, March 26, 2018.

MEMBERS ABSENT FROM TUESDAY’S MEETING: Steve Meleleu, Wade Bower, David Davis, Jr. Escobar, Elaine Kollaja, Bruce Washington, Bob Nienstadt, Joe Kboudi, and Connie Smith.