

Probus Club of Calgary

Volume 14, Issue 167, April 2nd, 2009

Probus Club is a group of enthusiastic, concerned business associates, striving to develop positive business relationships that will benefit all members.

NEXT MEETING:

April 16th, 2009 @ 11:45am
Calgary Elks Lodge and Golf Club
2502 6th St. N.E.

FEES: Prospective members attending under an available category will attend their first meeting free of charge. Visitors who are not prospective members - \$26.00

- 1) Lani opened the meeting at 11.45am
- 2) Heather, Ralph, Faith and Chris had all sent apologies.
- 3) Lani handed out her Tips from the Pres, entitled 'Shift Your Focus'.
- 4) Lani gave a thoroughly inspiring talk about the things we can do to make things seem better, or more positive, in these times of recession, mentioning how we can all use the services of every other member to further our business goals and brighten our lives.
- 5) Dr Paul said the Probus prayer.
- 6) After the meal, members gave their 30-second intros.

Announcements

- 1) Brenda has started her own company, called Critical Edge Marketing. She will be providing long-term, one-on-one marketing consultancy to her clients and we are all sure she will have tremendous success. Congratulations and our best wishes, Brenda.
- 2) Brenda announced that our next meeting will be devoted to printers and graphic designers. She asked all members to try and consider anyone they know from that category who may be a good potential fit for the club.
- 3) Congratulations to Beat for arriving on time!
- 4) Ralph's wife has recently undergone cataract surgery. We all send her our best wishes, and Michelle will be sending flowers.
- 5) Peter confirmed that the SAIT dinner will be on Thursday June 11th. He will be sending out an email to members and asks that everyone respond as quickly as possible.
- 6) Mike announced that he has now received a third generation referral, which came from an original referral from Netty. That's great news!

Speaker

Maureen introduced Sharon Edwards of Edwards Communications. Sharon gave a tremendously helpful talk on how to use your voice for influence; how to speak your expertise and tell people what you do.

She suggested that we all plan our verbal communications by two mantras: “How does this serve me?”, and “meet them where they are, then take them where they want to go”.

A really effective message need to establish an intention and an outcome, and connect them with a key message – ‘what do I do’, ‘how do I do it?’ and ‘why I do it better than others’.

Sharon’s talk will help us all to think deeper about how our verbal messages need to connect with prospects.

Present

Erin Bosch, Ed Brigden, Sharon Edwards, Lani Donaldson, Mike Dowling, Sid Helischauer, Richard Hook, Rick Hurley, Michelle Johnston, Maureen Macdonald, Brenda Mahoney, Netty Palmer, Veralin Phillips-Michael, Paul Semadeni, Beat Schmassmann, Rena St Clair, Michael Sutters, Vicky St Fort, Tommy Tieu (for Heather), Lloyd Traptow, Keith Traptow, Peter Whalley, Wendy Zak

Leads and Thank-you's

Thank-You's

To:

Veralin Phillips-Michael
C J Campbell Insurance

Faith Wood
Inspiring Minds

Veralin Phillips-Michael
CJ Campbell Insurance

Wendy Zak

Lani Donaldson
Beacon Literacy

Mike Dowling
ComPro Services

From:

Sid Helischauer
Dynamic Images

Wendy Zak
Words by Wendy

Wendy Zak
Words by Wendy

Veralin Phillips-Michael

Beat Schmassmann
A Splendid Affair

Netty Palmer
CIR Realty

For:

Help from her assistant

The work & the challenge
to think differently!

Your patience and attention
in getting us on the road

The business

A fun project

The referral, which led to
another referral

Leads

To:

Michelle Johnston
Michelle's Floral Boutique

From

Lani Donaldson
Beacon Literacy

For

Possible program for you

Existing Categories

Accounting Services
Carpet Cleaning
Computer Specialist
Florist
Health Foods
Mortgage Broker
Photographer

Business Coach
Caterer
Evaluator
Gardener
Marketing Consultant
Reading Specialist
Promotional Products

Book Keeper
Chiropractor
Financial Planner
General Insurance
Marketing Copywriter
Realtor
Sign Printer

NEW MEMBERS:

Be sure to bring your business associates to the next open meeting and show them the advantages of belonging to the Club. If you have contacts that you would like to have invited to a meeting, pass their name and telephone number to the Membership Director, and he will follow up all leads.

**Remember, if someone you recommend joins Probus
you will receive a \$50 gift certificate from Probus to use as dues on Social Events.**

Probus Club of Calgary Calgary's Networking Club BOARD OF DIRECTORS 2007

President	Lani Donaldson
Past President	Veralin Phillips-Michael
Vice President	Sid Helischauer
Treasurer	Ed Brigden
Secretary	Wendy Zak
Guest Speakers	Maureen Macdonald
Membership	Brenda Mahoney
Social	Peter Whalley
Speakers & Social	Rick Hurley

OUR WEBSITE

Our website can be viewed at:

www.probusclubcalgary.org

If you have any changes that need to be made to your company or personal information please contact Rick Hurley at AZtech Consulting right away.

Before contacting a member either by phone or by mail be sure to check the membership listing on the website for possible address changes.