

## **PBE Meeting Minutes – 17/02/2016**

**Visitors: Mike, Katy, Selina, Lorraine**  
**Substitutes: None**  
**Apologies: Vicky**

### **The PBE Committee & their updates:**

Chair - Fiona Farley - Running the meetings, ensuring we keep to time etc.

**Report: Running the show and doing an excellent job at it!**

Vice-Chair & Group Growth Coordinator – Marc Smith - Helping Fiona behind the scenes, dealing with any conflict of interests that may arise and helping with the direction of the group and focus on growing the membership

**Report: None this week.**

Members Secretary & Mentor – Jasmine Lambert – Mentoring new members and writing the meeting minutes.

**Report: None this week.**

Treasurer – Chris Hayers – Dealing with the financials & liaising between the caterers and us.

**Report: None this week.**

Marketing Director – Matt Valentine – Spreading the word about PBE and getting the message out there!

**Report: Matt is working on a new and improved website, as we speak! New members please send him your bio's!**

Social Secretary – Penny Plimmer – Ensuring we have fun, outside office hours.

**Report: Thursday 10<sup>th</sup> March is the next social. Get the date in your diary now!**

Visitor Host Organiser – Kevin, AML and Andy to ensure all visitors get a warm welcome to the meeting!

**Report: None this week.**

One-2-One Coordinator – Nicky Cleverly – Tracking and encouraging members to have as many One2Ones as possible.

**Report: One2One sheet passed around, so we can track our latest one2one's. Please have one2ones's, this is the only way to get and give more referrals.**

Palms Report – Andy Blissett – Tracks all the figures and performance on the group and business generated.

**Report:**

### **Last week we had:**

**16 referrals**

**£893 TYFTB (Thank You for the Business)**

**4 Visitors**

**3 1-2-1's**

**2 Testimonials**

### **In the month of January, we had:**

**£7178.99 TYFTB**

**31 Referrals**

**7 Visitors**

**0 1-2-1's**

**1 Testimonial**

Education Co-ordinator/Librarian – Trevor Pearce – Helping us learn more, so we earn more!

**Report: Helping us learn more, so we can earn more! 😊**

#### **4 Min Education Slot**

Delivered by Kevin Arrowsmith, A&S Signs.

Kevin talked about fraud in the Government, Banks, Regulators and Insurance companies, in particular around PPI miss-selling. His experience and use of the Data Protection Act, forces transparency and has shown fraud between the Government, Banks and Regulators. Under the Data Protection Act they have to release all documents with your name on them, so you can catch them out in secret communication and put the liability back on them. Often they back down and pay out, as a result. Lesson for the group is if you have any problem or disputes call Kevin! He is fighting the fat cats and winning! ☺

**Great 4 min Kevin, thanks!**

#### **Book Review of the Week**

Delivered by Debbie Mann, The Housewife Way.

Think and Grow Rich for Women, by Sharon Lechter

The book is based on the original Think and Grow Rich by Napoleon Hill. It talks about listening to your gut and intuition. Have faith in yourself and give yourself positive auto-suggestions. Debbie found it very American and is not a fan of audio, so would buy the hard copy next time. But the book asks you to work out what your burning desire is. You can have it all, but not all at the same time! Don't be greedy! She found it very inspirational and it included examples of women now who are achieving this like Oprah, JK Rowling etc.

The biggest fear for women is apparently, poverty as we worry about providing for our children and family, so the book also talks about self care, you must look after yourself, eat right, sleep, exercise, because you can't do your job if you are physically exhausted!

Debbie struggled to get along with the audio, but she would recommend the book and also reading the original by Napoleon Hill.

**Get reading everyone! Ant is doing book review next week!**

#### **10 Minute Presentation – Ian Sutton, T & R Sutton Ltd**

Ian has been an electrician for 8 years. He lives with his partner Michelle and their son Thomas. Ian enjoys golf, rugby, football and travelling. His burning desire is to grow the business in order to pay off his Mortgage early and his key to success is hardwork!

The business was originally his fathers and Ian decided to join the family business in 2008, sadly, he didn't have long to work and learn from his father, before his dad then passed away from cancer, but I think that Ian's determination to continue with the business on his own is amazing.

Ian really enjoys completing Condition Reports on properties, as he loves investigating a location, finding any problems and then being able to fix the issues. Ian gave us some examples of some of the shocking problems and dangerous electrics in some properties over the years, which shows the value of what he does.

Ian works in both the domestic and commercial sector, so from factories, leisure centres, offices and private properties he can help.

Referrals he is looking for are more people who need condition reports, so people looking to buy a new home, buy-to-let or extend/convert their existing home, this is a great referral for him. He can also do PAT Testing. The condition reports are not expensive, typically £90-£185 and for that you know you are safe and the electrics are in good order. A MUST have for all buyers and landlords really.

**Thanks Ian, for a great 10 Minute. Now we know more about what Ian does, let's try and find him some more referrals!**

Contributions this week: 44!!! Amazing!

Winner of Raffle: Nicky

Winner of 60 Seconds: Suzii Fido

**Set Up: Andy, Jo, Marc, Steve, AML, Rachel, Chris H, Trevor**

**Close Down: Jasmine, Penny, Fiona, Giles, Kevin, Nicky, Kelly**

**10 Minutes next week: Guest Speaker (Penny to send details)**

**4 Minutes next week: Matt**

**Book Review: Ant**

**Other Actions or Important Notes:**

**Please get reading, so you can do a book review – as long as it isn't Deep Throat (Fiona)**

**The FREE Windows 10 upgrade end in July – so download now or speak to Mark Viccars!**

**Fiona's Quote of the Week**

"We are not here to block each other's path. We are here to encourage each other, help each other and bring the best out of each other. We are here to love and be loved."

**And finally a joke for you all...**

Q. Why was the egg kicked out of the comedy club?

A. Because he was telling bad yolks!

BOOM BOOM!!!

**Have a great week everyone!!! ☺**