



PRESIDENT'S MESSAGE....

This new year calls for organization and the board of directors are making preparations to move forward. The association will be creating a Web site which can house information for all members and our treasurer will be putting our financial information into Quickbooks. As we grow, so does our need to be organized and efficient as we will be able to improve our communication and utilization of information.

The success of our first year is a direct result of our membership getting to know each other better, and by fostering a community spirit of cooperation and support. I am proud of this first directory. I trust that your business will gain increased exposure through this as I have already had people talking about using people in this directory.

As you go forward into this new year, I hope you will increase your commitment to the organization and to using our members whenever possible.. I look forward to our second year and the feedback from our membership concerning our efforts.

Have a Happy and Prosperous New Year!
Denise H. Osborne

NEW MEMBERS...

Connie Thompson, BB&T
Phillip White, Phillips Roofing
Jason Smith, State Farm Insurance

Welcome!

CALENDAR OF EVENTS...

January 4, 2007

General Meeting @ Moose Lodge 5:30 PM
5031 Blakeshire Road
\$10/dinner **RSVP Denise 674-2150**

Guest Speaker:
SCORE

Small Business Counselors

Information vital to your success including: financing options, biz plans, marketing strategies, product development & more.

**Our NEW Member Directory will be handed out
**Bring your Referral Network Book & biz cards for updates

February 1, 2007

Meeting with Guest Speaker Don Kirkman with Piedmont Triad Partnership
Where does Southeast Guilford County fit in with the long term plans of the Piedmont Triad Partnership vision?

March 1, 2007

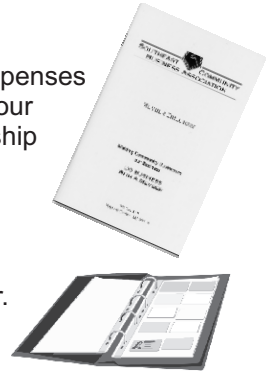
Meeting & Guest Speaker TBA in February Newsletter

ANNOUNCEMENTS...

MEMBERSHIP DRIVE: Has been extended until April 5, 2007
1st Prize - \$100 Most memberships over 4 new members
2nd Prize - \$75 Second most membership over 4 new members
3rd Prize - \$50 Most memberships over 2 two members

MEMBER TOOLS

- ➔ Referral business reduces your sales expenses and sales cycle. A great way to support our organization is to hand out the Membership Directory to your clients/customers.
- ➔ Referrals not only increase your sales revenue but makes you a valued vendor.



If you did not receive your Referral Book it can be picked up at Accessory Design Services, 4738 Pleasant Garden Road

MEMBER SPOTLIGHT

Steve Blake established Blake Electric Co. in 2002. Steve had worked for a large electrical company for approximately 30 years, before deciding it was time to start a business of his own. Steve has experience in residential, service and commercial electrical work. He has experience working with architects in electrical design, updating plans for new code wiring and structured wiring. Steve's experience includes managing multiple residential projects.

Blake Electric Co. has a customer base that includes custom home builders, small builders and large tract builders. This customer base includes builders that are recognized as some of the top home builders in the triad area. Steve is pleased this customer base includes home builders in the Southeast community.

Blake Electric Co. also provides commercial electrical service to several businesses.

Blake Electric Co. currently has twenty-two employees. A new office/warehouse has just been completed at 4041 Blumenthal Rd. Steve's goal is to continue to grow the company.

Steve Blake has lived his entire life in the Southeast community. He takes great pride in providing quality electrical service to the Southeast community and the Triad area.



Do business with a member!
Your business will grow through support, encouragement and endorsement.