

Corpus Christi Executives Association

Volume 23, Issue 7

July 2009

July Presentation Of Programs

**1st Hepner/DelAlamo Financial
Team**

8th Fast Facts

**16th S.A. Conference
Sliverado Smokehouse**

22nd Group One Real Estate

29th Family Vision & Associates

**We urge everyone to give a Program. Please
call Tony Montez
@ 991-2214 to sign up.**

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Membership
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Mikki Spruce
653-1232 or 813-1723 (cell)
www.ccea.cc

President's Message

By: Ann Skaro

have learned to adjust to the times. We have kept smiling.

Each member has contributed to this feat. Tony Montez' anticipated introduction with: "H-E-R-E'S T-O-N-Y! Then we usually have the strong – but playful—comradery between the members. Of course, Leo Laughlin, Frank Smith, Sid Stoval, Pam Teel, Karen Barnes, and Mikki are always willing participants, with a sprinkle of Mokry Plumbing and a pinch of "Buck, Appliance Mart, Floyd" and of course:

ALL THE GANG – EACH AND EVERY ONE OF THE MEMBERS

We have welcomed six new members and lost only two. One we lost to the Wednesday morning time slot of 7:00 a.m. Early rising on Wednesdays is a small price to pay for the return of investment of each member. I have truly had the best six months as you President and each of you have treated the Wednesday meetings as an event which **JUST CAN NOT BE MISSED!**

"*What more could a President want from you?*" Since you asked, allow me to tell you.

Business! Business! Business! Each day remember the other members and REFER, REFER, and REFER. Member interaction is our strength.

A close second is cultivating our appreciation and respect for each other. I think we have done a splendid job. The programs have been not too short, not too long, and "Oh, just right". With each program we have been left wanting more.

As many of our members have stressed during their presentations, new economic and money management rules apply for businesses, whether small or giganticus:

Cash is King (and this will become even more apparent as the months pass) – Before you pay, ensure you have the value of your items. Value is far different from purchase price in that value is above and beyond what you pay. If the economy worsens, keep in mind cash is ever more important. Just look at the pricing of food at restaurants. The movie theaters are packed as yet another inexpensive entertainment mode.

Short inventory/discount requires supplies to offer you the best discount or price on your purchases.

Service is a key with special attention to even the small customer. Pating customers are becoming the largest growing category of extinct mammals in our society and soon will be listed on the Federal Government's protected list.

Keep a great attitude Just stand in line with a smile and you will be the first waited on, regardless of the mile long line of persons ahead of you. If the smile does not work, try some other technique like singing, dancing, or undressing. You may not reach the first of the line, but the medical assistant will treat you with care, including supplying you with a free white jacket.

Ignore the gloom and doom preached by all the politicians, inions, AARP, religious organizations, non-profits, the media and Paulsen, Bernacke, and Bankruptcy Court. Instead, remain in your own oblivious world. This has worked for many of my acquaintances and friends.

Be patient as things do not always come on our desired time table, but on the time table of higher order.

Maintain your contacts and do not hesitate to seek business, in both bad and good times.

THOUGHTS FOR OUR TROOPS AND OUR COUNTRY

Thank you. Ann A. Skaro

Corpus Christi Executives Association Buyline

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Windstorm Insurance premiums will continue to increase in 2010 and 2011 at the very least. Some options are to create a disaster/emergency fund and look at higher deductibles. If you build any new buildings, look at better Wind construction which can lower premiums. If you have any questions, give me a call.

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REMINDER! One of the great items in the tax stimulus is an \$8000 credit for first time homebuyers (people who have not owned a home during the past THREE years). Texas now has a loan program that will allow buyers to go ahead and purchase a home using those funds by creating a second lien which is paid off when they receive the funds from IRS. **For more information contact Sarah Graham, Group One Real Estate 991-9111.**

Richard Owen

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TIME MANAGEMENT – our relationship gives time back to you. While your eye is focused on growth and revenue production, we will handle the HR administration assisting you in this endeavor. **Please contact Connie Laughlin for a cost analysis. You may reach Connie at 852.6392**

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