

Christian Strategic Alliance
Business Development Group
Founding Chapter Since 1998

WEEKLY AGENDA

June 23rd, 2004
7:30 am - 8:45am

- 7:15 - 7:30 Networking & Self Serve Breakfast
- 7:30 - 7:33 Opening Prayer & Introduction by President K. Ross Johnston
- 7:33 - 7:34 Flag Salute, lead by Vice President Gary Lewis
- 7:34 - 7:35 Mission Statement Gary Lewis
- 7:35 - 7:36 Treasurer's Report 1st 2nd 3RD Read Aloud Glenn Hetzel
- 7:36 - 7:41 Open Door Policy Any Suggestions that Help CSA Please Contact Me

BUDDY LUNCH REPORTS and REFERRALS,

What are they? & What they are NOT!

This is and effort on Jennifer's part to Increase the Volume and Quality of Referrals Generated by Everyone in CSA. Thanks Jennifer, for your input.

Lets all SET NEXT WEEKS BUDDY LUNCH Appointments

_____ / _____ - _____ / _____

- 7:45 - 8:15 *"60 Second Commercial"* Effectively communicate to your *"Sales Force"* What a good referral is for you. Educate them on your product and service. Setting the standards for excellent and qualified referrals. Motivate your "Sales Force" to help create business for you. Remember, **YOU** are responsible for the results that you create in this organization
- 8:15 - 8:30 15 Minute Presentation by: **Ross Bonn Representing Tagline**
- 8:30 - 8:40 Referrals! *Referrals given! Testimonies shared! THANK YOU!*
- 8:40 - 8:42 Tomorrow!!! First Annual CSA Golf Tournament
- 8:42 - 8:45 Announce, Number of LEADS! Who is Clean up? Closing Prayer.

Next Week the Presenter will be

K Ross Johnston

"Professionals Synergistically Committed to Creating Results!"