

GOOD NEWS MEMO

July 2020

It's time again for a Good News Memo – some really great stuff going on, so I wanted to issue another memo. One primary purpose of these memos is to help everyone strive to duplicate the efforts described below to produce similar great results.

- 1) **Blaine Stephens, MN** - Signed four clients from paid referral sources in past 60 days... two on west coast and two on east coast... one of them signed immediately and referred me to her father's trucking company and they signed yesterday as well - (Editor's Note - Paid referral sources create multiple clients - congrats Blaine!)
- 2) **Matt Denburg, CA** – CFO from one of my city clients moved on to work for a larger city as CFO...I'm happy to report that we have been engaged to do telecom...should be a good one...they have their own police department, fire department, and city transit system
- 3) **Mick Wienholt, VA** - First week after training, landed first client for four categories plus two more briefings this week
- 4) **David Dow, IL** – One month out of training... Landed 2 LA seafood distributors for five expense categories...signed dental practice for telecom and waste using a hand written note and the Flaming \$5 bill...plus two on the hook including a Chicago ad agency and a local employee benefits company...plus Ashley Flach from Head Office found 10 months of telecom overbilling for my YMCA client (Editor's Note – yes, I said one month out of training – Great stuff David!)
- 5) **Denis Tan, WI** – Another first client obtained right after training completion...electric services client for waste and telecom from BNI
- 6) **Patrick McElderry, SC** – A telecom vendor just referred me to some of his larger clients so I can help them with the other cost categories we offer...the first one is a 400 location Papa John's Franchisee
- 7) **Christina Grenga, FL** – Three new clients this month (that's 8 in my first 3.5 months as a Franchisee plus an association referral agreement)...one client is a \$95Million company and another is Child Care Membership company with 170 locations
- 8) **Terry & Lana Raney, TN** – Just received confirmation from FedEx that our client will receive a \$3500 billing error credit identified by our post audit team
- 9) **Julie Beaney, HO** – Client that manufactures equipment for the brewing industry took a big hit during COVID,,, however our SPS savings of \$1000 per month have allowed them to develop two new product lines including hand sanitizer and their projections are actually up for the next two quarters...client is so happy they referred us to two other businesses and are actively looking for more on our behalf...this was a referral in the first place from my personal accountant
- 10) **William McKissock, FL** – Signed a Cannabis e-Commerce company I've been pursuing for a while...I thought their courier cost was \$500,000 per year...turns out it's \$2.7 Million...I think I will get their EPP too...can't imagine how much that will be
- 11) **Darren Morris, MO** – Completed Value Report for 5-location client with 57% savings for \$3,720 per month
- 12) **Rich Bartolotta, GA** – Just completed Supplemental Recommendation for existing SPS client for an additional \$27,000 per year on top of \$60,000 per year already implemented...also two smaller clients just added \$7.6K in annual telecom savings - it all adds to revenues
- 13) **Blaine Stephens, MN** – Quote from my client (who is also Regional BNI Leader) – response to SMARRT recommendation letter sent by Michelle at Head Office “You are absolutely amazing! Thank you so much. The world is better because you are in it!”



- 14) **Debbie Ward, VA** – Landed a briefing with a bigger client by sending the ‘A Time To Act’ video through the Warehouse CRMs
- 15) **Marc Schwalb, PA** – Two manufacturing clients just completed in various categories and will bring me \$38,000 in revenue over the next three years... (Editor’s Note - not a bad month’s earnings Marc!)
- 16) **Lyall Newby, NC** – Implemented client for \$10,600 an annual savings across several categories...plus five prospects who went cold during pandemic are back on track for Service Agreements and fact finding
- 17) **Jim Tesorero, MI** – Saved client 27% on telecom which had been a trouble spot...client referred me to two new prospects and one signed already...also signed a chiropractor from a BNI Chapter that I didn’t join plus two possible referrals...plus I’ve been asked to be a feature presenter for my entire Chamber this month!
- 18) **William McKissock, FL** – Just signed a large Real Estate company with 20 offices and 1500 properties under management – for five categories!
- 19) **Greg Kelly, HO** – Waste post audits completed in just the past couple of days – Patrick McElderry, SC for \$13,189 for the quarter – Marc Schwalb, PA for \$8,481 for one client and \$9,260 for another client for the quarter
- 20) **Brian & Linda O’Sullivan, DE** – Auto/Tire client saved \$8,200 per year by changing vendors but with extra work by our analysts we obtained \$8,700 per year with the incumbent plus a bonus 10% savings for the owner’s home trash services
- 21) **E-Signature** – Continues to be high savings percentages...William McKissock, FL for security/tech company for 76% on \$1080 and Don Johnston, MI for 71% on \$4000...even if the spend dollars are smaller, it’s easy money and you become a hero to your client...leads to other categories and referrals
- 22) **Craig & Raina LeDuc, UT** – COVID shock is wearing off...signed 5 clients in the last week alone, including one that spends \$1.7 Million on courier costs
- 23) **Paul & Kelli Nashawaty, NC** – Landed a client with \$4–500,000 in courier costs annually... plus had 15 briefings in hospitality industry that resulted in five clients and 6 more pending
- 24) **Drew Deraney, NJ** – Signed a 28-attorney law client for five categories...also signed off on two small clients including a small church and an Ophthalmologist practice...a few thousand for me
- 25) **Craig & Raina LeDuc, UT** – Set up several strong paid referral relationships during COVID isolation...many people looking to add to revenue streams and we are the perfect solution for them...includes the President of a large company, the Director of BNI for the region, an accounting firm, and an expense management firm...all came from referrals in the first place
- 26) **Paul & Kelli Nashawaty, NC** – Have been focusing on manufacturing outreach lately... just landed a large one with \$75Million in annual revenue and mostly through credit cards... also working on telecom, EPP, and ELD...also working with local library on telecom and waste
- 27) **Allen Chen, WA** – Long term client finishing their telecom transition...nearly 50% savings for 120 people!
- 28) **SMARRT Feedback** – Dani Grindlinger, CA – “Thank you for the extra exposure. I look forward to working with you.” – Jim Tesorero, MI – “Thank you so much for doing this...very nice” – Jim Lichtenberg, OH – “Great to hear from you...I’m interested. Is there anything I can do for your business?” Matt Nagy, CO – “Thanks Matt! Appreciate this and you sharing...in our community!” Sam Wehbeh, ON – “Thanks so much Sam. It means a lot that you went this length for me!”
- 29) **Seth Tenenbaum, MA** – Called on some non-profits and set two Zoom meetings with larger entities in one day
- 30) **Jessica McLean, HO** – Saved my local brewery client 33% on waste with their incumbent vendor...client was thrilled and will likely turn over additional expense categories



- 31) **Axel Nafthal & John Campbell, NS** – (Editor’s Note - Now there’s about 200 years of experience!) – John and Axel just landed a three-location Franchise restaurant client for waste because when they went to lunch together, John asked the server about their waste issues – great stuff guys! Ask them all
- 32) **Julie Beaney, HO** – Saved client \$10,000 on EPP with the incumbent vendor and also helped set up telecom for new location...the savings incurred has tipped the scales for them to open 1 (maybe 2) new locations
- 33) **Blaine Stephens, MN** – Love this message from one BNI member to another – “I have personally used Blaine...let me say I was thoroughly impressed and happy with the results, plus it costs me zero which is even better!”

“If one person can do a thing, it is proof that others can as well”
- Abraham Lincoln

Everybody please keep up the great work – and please let me know about any of your successes! As always, I just love writing these memos. I get many complimentary comments about the Good News Memos and yet I know we are only scratching the surface because there are so many more great things going on out there – please let me know so we can communicate your great results to inform and help everyone else.

Dennis Schooley

