
May 13, 2025 Tuesday Lead Share Minutes

From Stephanie Teague <stephanieannteague@gmail.com>

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To Stephanie Teague <stephanieannteague@gmail.com>

Cc Noah Portugal NJP Accounting <noah@njpaccounting.com>; Benjamin Musser <benjamin@fauquierchamber.org>; Becky Miller Real Estate Lead Share Piedmont Fine Properties <becky@pfp.email>; Paul Klinger Tuesday Lead Share Chamber Of Commerce <paul.klinger@uvacreditunion.org>; John Frazer & Mary Brown & Bigelow <jfrazer1@netzero.net>; Caitlin Adkins <hello@spacesorganizedstyled.com>; Thomas Nicolai <drtnicolai@gmail.com>; Fatima Attai <fatimazflowers@gmail.com>; Jan Sutton Sutton Insurance <jsuttoninsurance@aol.com>; Judd Walls Constant Water <jwalls@constantwater.com>; Laurie Bersack & Joe IBDJ <lbersack@hotmail.com>; Lisa Berkema Piedmont Dispute Resolution Center <cjp.pdrc@gmail.com>; Scott Bricker Lead Share <bricker@orcada.com>; Erin Connolly Lead Share <erin@countysidetitle.com>; Alec Burnett <alec@fauquierchamber.org>; Dennis Reitz Golden Rule Builders <dennis@goldenrulebuilders.com>; russ@luxcando.com <russ@luxcando.com>; ddonovan@bowmangaskins.com <ddonovan@bowmangaskins.com>; AT&T <stephanieannteague@gmail.com>

Notes on Community Events

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Leads Update

- Everyone should be putting their leads in.

Upcoming Events

- Craft Connections: Thursday, May 15, from 5 to 7pm at Harry's at Airle at their topgolf swing suite.
 - \$25 a ticket includes appetizers, two hours of virtual Topgolf, and a drink table.
- Professional Development Book Club: The very next day from noon to 1pm.
 - Currently reading "The Minimalist Entrepreneur."
- Veronicraft Grand Opening and Ribbon Cutting: Saturday the 17th, from 1 to 3pm at Veronicraft in Warrenton.
 - Located off of 65 South 4th street in Warrenton, by the love sign where the Greenway is.
- Business Not Booking Lunch at Marilyn: Tuesday, May 27, from 11:30am to 1pm.

Dennis with Golden Rule Builders

- In 2000, Fauquier County issued about 850 building permits for new homes.
 - Over the last five years, they've been issuing between 200 and 250.
- There has been a big uptick in multi-generational housing due to increasing housing costs and difficulty finding housing.
 - Accessory dwelling units are becoming more common.
- Maximum square footage for accessory dwelling units:
 - 1,000 square feet in most areas.

- 1,500 square feet for parcels of 50 acres or more in A1 zoning.

Lisa Barkema, Piedmont Peace Center

- Piedmont Peace Center is a conflict specialist in the area.
 - They do mediation education.
 - Mediations are either through the court or private.
- Community peace building program is doing chats, connecting humans and telling stories.
 - The goal is to break down barriers and get to know each other.
- A chat on May 19th was canceled.
 - The challenge is getting the general public to join the chats.

Paul Klinger, UVA Community Credit Union Mortgages

- UVA Community Credit Union launched Hometown Heroes videos.
 - Features clients who were able to get financing with little or 0% down.

John Fraser with Brown and Bigelow

- Sells promotional products.
- Fidget pens:
 - One option is about \$3.50, others are roughly \$2 each.
- Sharpie pen:
 - A direct knockoff of the S gel pen, the gel 207.
 - Gel ink that will not smear and cannot be washed, important for security against check washing.
 - Cheaper than the S gel pen: \$1.70 versus \$2.15.
- Raffle tickets for Hospice of the Piedmont: \$100 a piece, \$300 max, \$15,000 payoff to the winner, drawing on May 23rd.

Kelsey May, Spaces Organized and Styled

- Residential organizing group with a focus on decluttering and downsizing.
 - They will organize any area of the house to reduce stress.

Spaces Organized in Style

- Services can be booked at spacesorganizedinstyle.com.

Piedmont Time Properties

- Becky Miller and her husband own a small boutique residential sales and property management company in Old Town Warrenton.
- Real estate is a bipolar market with some properties having multiple offers while others are sitting.
 - Need to organize, declutter, prepare, and price properly.

Ed Martin (Commercial Real Estate Agent)

- Specializes in land and industrial commercial real estate.
- Works as an advisor to small businesses and investors.
- Covers areas from Fredericksburg to Marshall to Arlington to Culpepper, with a focus on Fauquier County, Warrenton, and Prince William/Manassas.
- Offers an hour of his time to anyone needing advice on commercial real estate.
- Helps people write business plans.
- Properties Ed has worked on:
 - Start Warrenton (Mind and Body Clinic).

- Old pharmacy building with Sunny Hills Grill.
- Seasons Counseling at 169 Broadview.
- Land behind Sheets in Opal.
- Land next to Royal Farm (half C-2, half RA).
- Two thirds of his business is leasing.
- "The market varies distinctly by asset type and zip code."
 - Office space on K Street vs. office space near hospitals or courthouses.

Arcata Media Group

- Scott Bricker helps companies with social media.
- Focus on providing value instead of just posting personal updates.
- People care more about how you can help them.
- Sprinkle in what you've done for your staff or clients.

Constant Water

- Judd Walls provides battery-powered emergency water systems for homes and small businesses with wells or unreliable public water.
- Water is going to be an issue again this year.
- Great referrals are people concerned about their water wells or water mains breaking.
- Mentions earthquake in Knoxville and recent earthquakes in Virginia.
 - Lack of water in the ground can cause settling and earthquakes.

Countryside Title in Escrow

- Erin Bannister had an encounter with his donkey this morning.
- "Donkey was being an ass and I was chasing an ass."

Real Estate Market

- People are accepting higher mortgage rates to upgrade homes, with refinancing as a future option.
- High-end properties are moving due to cash buyers.
- The market is perceived as better than last year.
- Getting into the business during a challenging time was a risk, but success now implies future success.

Faulkner Community Theater - Jersey Boys

- Jersey Boys is incredibly good and will have additional shows on Sunday, including a matinee and an evening performance.
- The show was almost sold out, with a waitlist of 120 people for a 208-seat theater.
- Tickets are \$22 for adults and \$20 for seniors and kids for musicals.
- The theater is seeking sponsors for the 2025-2026 season, offering advertising on social media, posters, and in the playbill.

Chiropractic Case

- A patient experienced tingling and pain in her arms with limited range of motion.
- After an adjustment, the patient could raise her arms higher.
- The speaker said, "I'm getting bumps on my arms. I've been doing this 27 years, but it's still, it's so fun to see that big of a change."
- The patient is a 79-year-old active caregiver for a 95-year-old.

Work Hub

- Work Hub at 70 Main has been privatized and is no longer funded by the county.
- It operates as a business incubator and is endorsed for its community contributions.

Warrenton Town Council Budget Discussion

- The Warrenton Town Council will discuss five budget scenarios.
- Four scenarios involve either complete elimination or significant reduction of outside agency funding.
- All scenarios except one include COLA adjustments, taking 1% back from the proposed 3% for town employees.
- The scenarios adjust the real estate tax rate, with operating fund surpluses ranging from \$75,000 to \$407,000.
- Warrenton is in work session all day, agenda is up.
- Public hearing this evening.
- Submit comments electronically.
- Cost of living increase doesn't match the cost of adjustment.
- Community rallying in either opposition of or advocacy for.
- Providing information so that people can make informed decisions.

BEMER Presentation

- Interactive presentation, asked to click screen.
- Question: How do you feel?
 - Stressed, discomfort, restless, unfocused, low energy, or exhausted.
- What would you like more of in your life?
 - More energy, stamina, strength, performance, less discomfort, better sleep and feeling younger.
- How important are those things to you?
 - Incredibly important.
- What do people turn to to accomplish that these days?
 - Prescription drugs.
 - America spends more on medicine than all of the people in all of these countries combined.
 - Consume more than any other country, live shorter lives than people in other countries.
- GlaxoSmithKline and Google have recently invested \$715 million to research, develop and commercialize next generation treatments using electrical signals to cure diseases.
- NASA partnered with this solution in a non commercial research venture.
- Trusted by professional and Olympic athletes around the world for nearly 27 years.
- Used in numerous hospitals and clinics with multiple international patents.
- This is BEMER.
- FDA at Health Canada, class cleared medical device with a 25 year plus history benefiting people all over the world.
- Safe and effective way to enhance all of these benefits naturally.
- The answer? Blood flow.
- Choose which aspect of Bemer you'd like to learn about next: How BEMER works, The Beamer experience, The competition, or about the company.
- BEMER experience: up close and personal accounts of how Beamer has helped change lives, both personally and professional.
- Dr. Barbara Borland: BEMER's patented electromagnetic signal communicates directly with this vascular system.
- Optimizes function and it brings balance through the gentle stimulation of the smallest little muscles that surround those smallest little blood vessels that are found in every bit of tissue of the body.
- Bemer is perfect for the clients I serve.
 - People who want more than just a friend feel okay.
 - They want to wake up vibrant, they want joy and they want zest for living.
 - High achievers.
 - Nutrition, stress management, exercise, relationships.

Bemer and Optimal Health

- BEMER makes the journey to optimal health smoother and faster.
- Clients love their Beamers and would never give them up.
- "BEMER makes everything better."

How Bemer Works

- The circulatory system consists of 11.5% arteries, 14.5% veins, and 74% micro vessels or capillaries.
- Microvessels are essential for delivering oxygen and nutrients and removing metabolic waste.
- BEMER's patented signal enhances local blood flow and stimulates muscle performance.
- To get the full benefits of the Bemer, all that's needed is to relax for eight minutes twice a day.

BEMER vs. Competition

- BEMER outperforms other PEMF devices.
- BEMER's residual effect lasts 12 to 16 hours after the equipment is turned off.
- BEMER's technology is backed by science, including peer-reviewed articles and double-blind studies.
- NASA partnered with Bemer in a non-commercial research venture from 2015 to 2021.
- BEMER is the only Class 2 medical device of its kind available on the market.

Bemer Cost and Opportunity

- With consistent use of BEMER for eight minutes twice a day, people may experience many benefits.
- Financing is available for as low as \$99, depending on credit scores.
- In the last 10 years, BEMER has grown from about 4,500 customers to over 50,000 people.
- There is a business opportunity available.

Interactive Presentation

- The presentation is interactive and can be tailored to different audiences.
- Some people are more interested in science, while others prefer testimonials.
- The Evo model has 16 coils in the full body mat, while the Pro has six.
- The price of the Evo and Pro models is virtually the same.
- The BEMER signal technology and 30Hz frequency have not changed.
- The configuration of the computer box is different, with settings of "low, medium, high" instead of numbers 1 through 10.

Results

- Some people are energy sensitive and feel the effects of the Beamer right away, while others do not notice anything initially.
- One person felt like they had "two high dose espresso coffees" after using the BEMER Pro, experiencing heightened brain activity.
- After having Covid, the same person lost five notes of their singing scale, but regained them after 20 minutes on the BEMER.

Testimonials

- Paul shared that after two weeks of using the BEMER, he felt "superhuman" in terms of strength and energy.
- The speaker mentioned that BEMER users often describe feeling superhuman due to a strengthened immune system.
- The speaker loans the BEMER to people so they can experience the unique feeling, which is not traditionally found in the earth's electromagnetic field.