
May 6, 2025 Tuesday Lead Share Minutes

From Stephanie Teague <stephanieannteague@gmail.com>

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Notes on Community Events

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Upcoming Events

- Grand opening and ribbon cutting for Oakview National Bank:
 - Date/Time: 4:30 to 7:00 PM
 - It will replace the monthly after five event.
 - Wine, refreshments, and light bites will be provided.
- Coffee and Commerce at the Starbucks in Bealeton:
 - Date/Time: Friday, May 9, from 8:00 AM to 9:00 AM
 - Informal networking opportunity.
- Young Professionals Council's quarterly crafted connections at the Topgolf Swing Suite at Airlie:
 - \$25 for two hours of virtual Topgolf, appetizers, and a drink ticket.
- Professional Development Book Club:
 - Date/Time: Friday, May 16, from noon to 1:00 PM
 - Currently reading "The Minimalist Entrepreneur."
 - Attendees can share insights and experiences related to the book.
- Ribbon cutting for Veronicraft in Warrenton:
 - Date/Time: Saturday, May 17, from 1:00 PM to 3:00 PM
 - Located right off of 65 S. 4th St.
 - Sells crafts, clothing, and jewelry and does workshops.
- Spatoni's Pizza 50th Anniversary Celebration:
 - Date/Time: Saturday, May 31, from 3:00 PM to 5:00 PM
 - Live music and special events.
 - The Chamber will do a special proclamation ceremony.
- International Trade 101 Summit:

- Date/Time: June 6, from 8:30 AM to 12:00 PM
- Attorneys, import/export brokers, and nonprofits will be present.
- Topics include opportunities in importing/exporting, compliance, and funding assistance.

Valor Awards

- Postcard received as a thank you note for sponsorship from the Valor Awards and the Chamber.
- Quote on the postcard: "Next to creating a life, the finest thing a man can do is to save one" - Abraham Lincoln.

Member Introductions

- Scott Bricker, Orcata Media Group:
 - Helps with marketing, branding, and design needs.
 - Services range from online media to traditional print trade shows.
- John Fraser, Brown and Bigelow:
 - Helps promote businesses with products.
 - Products include writing instruments and awards.
- Kelsey May, Space Organized and Styled:
 - Residential organizing group focusing on decluttering and downsizing.
 - Aims to reduce stress and increase productivity for clients.
- Noah Portugal, NJP Accounting:
 - Virtual accountants specializing in bookkeeping and payroll services.
 - Works with businesses, nonprofits, and personal accounts.
 - Currently busy with nonprofit audit season.
- Becky Miller, Piedmont Fine Properties:
 - Has a variety of land listings.
- Erin:
 - Thanked everyone who sponsored, donated, or bought livestock animals at the four each kids event.

4-H Program

- Speaker's goal is to make people outside the agricultural community aware that they can be part of it without raising animals.
- The show on Sunday was a terminal sale, meaning animals are committed to going dormant.
- Businesses like Golden Rule are huge supporters and buy the animals.
- People can buy a share of an animal and donate it to a group.

Butcher Process

- Parents and past parents meet early in the morning to block butcher slots.
- People can bid, turn in their cut sheet, pay, and leave.
- Your fish got a \$5,000 grant and bought three hogs to put back in their pantry.
- The hogs cost \$4 a pound, but it is tax deductible.

Community Theater

- Laurie Bursack encourages people to see Jersey Boys, which is based on the life of Frankie Valli.
- Katie Miner's daughter, Jolie, is in the show.

Seema Button - Concierge Illustrator and Gift Consultant

- Sima Button explains her role as a concierge illustrator and gift consultant.
- She handles the shopping and gift preparation based on the client's needs and budget.

- She emphasizes the importance of delivering gifts personally to hit all five love languages.
- The five love languages are: gifting, quality time, touch, acts of service, and words of affirmation.

Erin Bannister - Countryside Title and Escrow

- Aaron Bannister states that the same amount of work goes into a \$250,000 deal as an \$8 million deal.
- She doesn't discriminate and will travel for smaller deals, believing it brings in larger deals.
- Her team loves working with her and considers her one of their top choices.
- She provides personalized service.

Russ Nagel - Lux Foundation Solutions

- Free foundation inspections for commercial and residential properties.
- Quick response time.
- Service area includes Richmond, Staunton, Charlottesville, and Lake Anna.

Dennis Donovan - Bowman Gaskins Financial Group

- Helps people navigate investment waters.
- Specializes in explaining investments to avoid mistakes like selling too early.
- Advises on long-term investments versus short-term options like CDs.
- Offers consultations for those nearing retirement.

Nancy Griffin Bonaire - Fauquier Education Foundation

- Executive director of the Fauquier Education Foundation.
- Supports Fauquier County Public Schools through grants for projects and teacher support.
- Participating in Give Local Piedmont on May 13th.
- Hosting the 25th annual Superintendent's Scramble Golf Tournament on June 12th at Stonewall.
- Website: fauquiereducationfoundation.org

Stephanie Teague BEMER

- Introduced to Bemer in New Zealand nine years ago.
- Bemer is a medical device from Europe that improves circulation.
- Claims Bemer has improved her energy, stamina, and overall health.
- Promotes proactive health measures rather than relying solely on pharmaceuticals.

Testimonial

- Speaker had hip and shoulder pain.
- Used Bemer and experienced significant pain relief after one treatment.

PEMF Mat Experience

- Speaker used the PEMF mat and felt better, noting that a typical issue that lingers for 4 days was gone quickly.
- Speaker also used the PEMF mat on their horse, a recently retired racehorse who is typically restless.
 - The horse immediately relaxed and went into a trance when the mat was placed on its back.
 - The speaker notes that animals are very sensitive to energy and the horse responded strongly to the treatment.

Chiropractic Services - Dr. Tom Nicholas

- Dr. Nicholas encourages people to seek chiropractic care proactively, rather than just reacting to pain.

- He also highlighted the benefits of chiropractic care during pregnancy, noting that hormonal changes can allow for long-term correction of problems.
- He also addresses issues with babies after C-sections or normal delivery.

UVA Community Credit Union

- A client working with Chase Bank was advised by a Chase representative to go with UVA Community Credit Union for a mortgage because they "can't touch them."
- Speaker believes in UVA Community Credit Union's mission and its positive impact on the community.
- UVA Community Credit Union is helping people afford homes and payments.

Expanding the Networking Group

- The group discussed expanding into different industries and inviting visitors from those fields.
 - Becky has a confirmed commercial real estate agent coming next week.
 - Other industries mentioned include: roofing, moving, counseling, attorney, a transaction coordinator, an actual accountant, physical therapy, health clubs, plumbers, H Vac, a handyman, an estate attorney, a banker, engineering companies, business management consultants, IT company, Assisted living and healthcare.
- The group plans to provide a list of businesses associated with those industries, including contact information from the Chamber and other lead shares.
- Krista from Rule 62 is coming next week.

Miscellaneous

- May 20th is a potential date for a presentation.
- A list of team members will be sent out, along with name connection information.
- The goal is to attract new members who are not already involved in other Chamber groups or lead shares.

Stealing People From Groups

- Speaker prefers not to "steal people from the groups because then you have a loyalty quandary to deal with."
- Speaker mentions "gang fights" and "turf wars" as a reason to avoid stealing people from groups.

Pest Control Referral

- Speaker did a "soft referral" to UVA Credit Union for their pest control guy who banks with Navy Federal.
- The pest control guy is a "one man shop" who removes squirrels and bats from attics, and will handle snakes if necessary.
- Speaker will pass along UVA Credit Union's information to him.
- The pest control guy helped with a termite issue that the lawn people caused.

Hospice of the Piedmont Golf Tournament

- Speaker has been associated with the Hospice of the Piedmont Golf tournament for 20 years.
- There are two team spots open this year for \$800 per team of four on May 23rd (Friday before Memorial Day) at Falkir Springs.
- Speaker is selling 50/50 raffle tickets for \$100 each, with a total of 300 tickets sold and a payout of \$15,000 if all tickets are sold.
- Hospice of the Piedmont "pretty much mirrors the footprint of UVA Credit Union."

Golf Tournament Details

- The golf tournament is a scramble.
- Mulligans are included, but there is a \$20 charge on one hole to use an air gun to shoot the ball onto the green.
- The tournament typically starts early and is finished by 3:30 PM.

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