

# Additional Notes From October 1, 2020 Committee Meetings

## **ATTENDANCE: Nick Rugh, Chair**

A few people are not coming regularly that they will be contacting by dividing up the list to reach out to them.

### **Contact POC:**

#### **Konrad - Katherine West**

Don Miller - Scott Yeaman

Shoshanna Kaplinsky- Curtis Lane

Jim Tearse - David Nishimoto

Nick Rugh - Steve Spratt

Deb Siegal - None

**Steve Spratt** – not sure if his new President will be attending the PEA meetings or will it still be Steve.

**Curtis Lane** – he's been reached out to by multiple people. His lower attendance is an issue of him being so busy right now.

Angi: Curtis has joined three times so far since April. Bette told me it's because of his workload that he hasn't been on. She is very close to him and you can feel free to ask her to help you in Attendance to convince him to call in EVERY week. I asked her the first time to contact him because I knew they were close.

**Katherine West** - Katherine's attendance has been spotty since she joined! I do not know why that is. I do not know who her mentor was or her sponsor (I can look it up, though), but in the past we have gone to that person to have them speak with the member first before the committee or the board get involved. That has helped with others. Other attorneys (Brian and Roger Bolgard before Katherine) always attended every week and rarely, rarely miss a meeting, with vacation or court appearance being the only thing that ever takes priority over PEA. I know Katherine's firm has gotten quite a few PEA members as clients, so I'm sure if it's not that she does not see the value... maybe she is just not a morning person??? When she is involved and makes presentations, she is great, but she rarely steps up—it may be that she is an introvert and it's harder—I'm not sure.

**David Nishimoto** – Prior attending member for Mollie Stone's before Vince. Taking over for Vince and understands PEA value.

Angi: I had a great phone conversation with David a couple of times and a bunch of email conversations, too, when he first took over the Palo Alto store again. He definitely gets the value, but he may not understand that he needs to keep up this relationship with the PEA members to keep Mollie Stone's membership of value to them. I think he should be contacted and welcomed again, and then also have someone suggest to him that he can always just join by phone as some of our regulars always do—Bette phones in while driving to job sites; Mike Fox distributes work to his staff while on the call (in his office, but usually on mute); Alan Brauner joins every week without fail, and always from his phone. It's not a weird thing to do like it was when we first started zoom. There's not as much pressure by their peers to be on a computer anymore—everyone is just accepting what each other can do.

**Scott Yeaman** – Multiple reach outs with Scott indicating he's not comfortable with the technology.

Angi: He's another one that could be offered to be on the phone, too. He has a whole staff of guys, including order writers, so he should be able to join, even if it is just briefly. I have contacted him multiple, multiple times via email and phone and he has not yet returned any of those contacts. The only person he has ever responded to is Deanne. Leane knows him well because they refer vehicles to each other all the time and talk frequently. Always know that Leane will do anything to help you with any of the members. She was an awesome president and is still as great as past president.