

Re: Please tell me when you can meet next week. Also attached Open Classifications

Maureen Clark <maureen@threesixtyhr.com>

Sun 8/8/2021 12:34 PM

To: Sspratt <sspratt@homepreservation.com>

Cc: Judy Johnson <judy@unexpectedtreasures.net>; JB Bell <JB@jbbizwiz.com>; Lexi Spratt <lexi@homepreservation.com>; Karen Bowne <kbowne.kb@gmail.com>; Bob Rosenberg <bob@gr8work.com>; Angelo Izzo <angelo.dizzo1@gmail.com>; Curtis Lane <lane.curtis@yahoo.com>; Jonathan Ong <info@prostoneservices.com>; Angi Roberts <peaworks@executives.org>

 1 attachments (17 KB)

HPS.Logo1-Horiz.300.png;

Great conversation before our meeting. Another thought on a different track.. Could PR give us (and all members) a letter template we could use to contact a possible member? Any member could sign the letter. It would present PEA in a positive light and allow the recommender to add a personal handwritten note. It might enhance the notion that the prospect is perceived as a valuable addition to the group.

On Sun, Aug 8, 2021, 12:01 PM Sspratt <sspratt@homepreservation.com> wrote:

Hi Judy and all,

Great comments about our service overlaps and I agree... but I have a slightly different take on how it can help our organization. For instance, it would be great if we could publish each of the current categories along with our members that provide each of them. If more than one member serves a category then list them all. This would help us better understand what each of us does. We sometimes forget that Mike Fox is not just a plumber but also is an excellent HVAC contractor. He is also one of the best troubleshooters in both categories. We expect our members to know this about him, but do they?

Not every category holder will be able to do all the work that can come their way, but I think we owe it to them to consider them first and allow them the chance to refer out any work they are too busy for. This is how we can build better understandings of each members capabilities/expertise...while building closer relationships too.

I know that the "list" is informal but I think we should formalize it more, examine some of the categories on it and edit a few out. Some are obsolete (like airport shuttles), and others like unlicensed "handyman" or "mow and blow" gardeners and independent "junk hauler" companies may be unprofessional or worse and perhaps it should be debated whether or not they be promoted by our organization.

One thing is certain, there are lots of worthy, hard working businesses out there that we can both help and use to grow our own organization. We just have to get after it.

I made suggestions for filling several open categories. Can someone coach me on enrolling them or ?

Thank you,

Sincerely,

Steve



Steve Spratt | President | Lic. #782552 | 541-261-0790 (iPhone)

1178 Los Altos Avenue Los Altos, CA 94022 | 888-844-0007 (Office)

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On Aug 7, 2021, at 4:45 PM, Judy Johnson <judy@unexpectedtreasures.net> wrote:

Hi JB, Steve and all,

Steve, I really appreciate your notes on the list of possible categories. So much thought here! We need every opportunity possible to add a legitimate category when we can. Your recommendations for new members like tree services and landscaping among several others are desperately needed by many of us.

Need to check with Mike Fox about:

- Sewer line contractor. About 2 years ago when I needed a sewer line replacement to middle of my street to connect with city line, Mike's license enabled him to take the line to the curb which he did. Then the city required a different license to work in the street, and Mike stepped aside. Not sure if that situation is same.
- Furnace/HVAC sales and service. Mike installed and maintains both my furnace and air conditioning. For PEA he may want to give this category to someone else like Cathy Haire.

I have a thought about overlaps. We talked recently about the fact that many of us have overlaps of services our business can provide but which

individually are not 60% of our business. Unexpected Treasures, for example, cancover shredding and hauling, among other things; but it would be wonderful to bring in an independent shredding company and a hauler.

We want to see more PEA members and may be happy to share some of our services. An insurance company, for example, might handle everything on the insurance list but can share some categories with others. Helen Ingwersen and I talked about professional organizing, a category I believe we need. She can do it (and is good at it), but it no longer is central to her business. Let's be sure to discuss what we do but could share at our next meeting.

Cheers,

Judy

Judy Johnson
Unexpected Treasures
650/346-6884
www.unexpectedtreasures.net

From: Sspratt <sspratt@homepreservation.com>

Sent: Friday, August 6, 2021 11:09 AM

To: JB Bell <jb@jbbizwiz.com>

Cc: Lexi Spratt <lexi@homepreservation.com>; Maureen Clark <maureen@threesixtyhr.com>; Karen Bowne <kbowne.kb@gmail.com>; Bob Rosenberg <bob@gr8work.com>; Angelo Izzo <angelo.dizzo1@gmail.com>; Judy Johnson <judy@unexpectedtreasures.net>; Curtis Lane <lane.curtis@yahoo.com>; Jonathan Ong <info@prostoneservices.com>; peaworks@executives.org

Subject: Re: Please tell me when you can meet next week. Also attached Open Classifications

Importance: High

Hi JB,

I notice that a good many of the "open" categories are services that my company HPS already offers. I am wondering if there are overlaps like this with other member companies? Perhaps we do not have as many "open" as we thought and just need to better inform each other of what we actually do?

I also noted from Mike Aronson that the PEA website no longer has a place for postings from the members. Apparently the fear was that lack of postings would make articles become “stale” and would be a turn-off to readers and possible new members. I think this is an indication that we need to worry and work more on engaging our current members, to get the current membership to function more like a team than a bunch of individuals. I think this will attract new members.

Steve

<image001.png>

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On Aug 5, 2021, at 10:42 PM, JB Bell <jb@jbbizwiz.com> wrote:

Dear Membership Committee

Please let me know when you are available next week and Maureen kindly provided a list of open categories. I'll send the agenda and date over the weekend. Thanks again...

https://doodle.com/poll/gghrnzeqcx6i69f4?utm_source=poll&utm_medium=link

JB Bell

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From: Maureen Clark <maureen@threesixtyhr.com>

Sent: Thursday, August 5, 2021 4:14 PM

To: JB Bell <JB@jbbizwiz.com>

Subject: Open Classifications

JB, here is a starter list that everyone can add to. I've been meaning to do this for a while.

Please share it as you will.

Maureen Clark



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