

**PLEASE EMAIL THIS FORM TO YOUR COMMITTEE'S PEA EMAIL ALIAS OR
PEAWORKS@EXECUTIVES.ORG AT THE END OF THE MEETING.**

COMMITTEE MEETING REPORT

MEETING DATE: July 14, 2022

COMMITTEE TITLE: Program Committee

COMMITTEE MEMBERS PRESENT

Bobbie Fakkema, Dave Dove, Bette Asbra, Tom Upton, Debbie Clark

COMMITTEE MEMBERS ABSENT

Todd Langton

COMMITTEE DISCUSSION SUMMARY (include description, help needed from the office, etc.)

DISCUSSION ITEM	ASSIGNED TO	DU DATE
<ul style="list-style-type: none">August 11 is next program (pricing): kick off with video. Group conversations. Same formula. Create a panel of Steve Spratt, Kim Tucker. How do you convey the value? You don't realize that until something goes wrong. Bette: comparing pricing (change orders) How do you add the extra charges like gas charges. Bobbie: instilling trust of "I'm going to take care of you." Communication. Psychology of pricingPanel so far: Steve and/or Kim? Bobbie (instilling trust) Deb???Third program has been moved to September 29 (favorite business book)	Bette to check with Steve Spratt and Kim Tucker. Deb to keep reading "Profit First"	Next meeting July 28 after PEA

**PLEASE EMAIL THIS FORM TO YOUR COMMITTEE'S PEA EMAIL ALIAS OR
PEAWORKS@EXECUTIVES.ORG AT THE END OF THE MEETING.**