

## 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	DUE DATE
<ul style="list-style-type: none"><li>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 pricing</li><li>Panel so far: Steve and/or Kim? Bobbie (instilling trust) Deb???</li><li>Third program has been moved to September 29 (favorite business book)</li></ul>	<p>Bette to check with Steve Spratt and Kim Tucker.</p> <p>Deb to keep reading "Profit First"</p>	<p>Next meeting July 28 after PEA</p>