

# Weekly VP Report

Silicon Valley BNI

For meeting 1/27/2011

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**Looking for attendance or stats spreadsheets?  
Check the last few pages of this document!**

# Presidents Message

## Quote of the Week:

- At times our own light goes out and is rekindled by a spark from another person. Each of us has cause to think with deep gratitude of those who have lighted the flame within us." This quote is from Albert Schweitzer who is known mostly for his work in building hospitals in Gabon, Africa and for winning the 1952 Nobel Peace Prize

## Action Item of the Week:

- Your action this week is to do something for somebody everyday for which you do not get paid."

# Chapter Contacts 2010-2011

## **VP Report / SiliconValleyBni.com Website Questions:**

- ▣ Malika Junaid: malikajunaid@mdesignsarchitects.com

## **BNI Announcements or Requests:**

- ▣ Email svbnivp@gmail.com by 12:00pm on Thursday if you need announcements to go to the group in this report.

## **Miscellaneous Requests/Questions:**

- ▣ Doug Dixon: ddixon@westernbancorp.com

## **Speaker Scheduling:**

- ▣ You are responsible for finding a sub if you can't make your assigned date.

## **MSP Training Dates:**

- ▣ BNI-Sfbay.com – check the calendar
- ▣ SiliconValleyBNI.com – upcoming events page

## **Dues / BNI-SfBay Website Questions:**

- ▣ Patricia Cunningham: patricia@pccunningham.com

## **Membership Questions:**

- ▣ Danielle Terrazzas : danielle@colorstorystudio.com

# VP Report 2010-2011

	1/27/11	Weekly Goal	4/1-9/30/2011	10/1/10 – 3/31/11	Annual Goal
<b>Closed Business</b>	\$22,045	\$60,000		\$1,413,063	\$3,000,000
<b>Referrals Passed</b>	46	60		504	3,000
<b>One to Ones</b>	31	30		245	1,250
<b>Visitors</b>	2	5		26	250
<b>Attendance</b>	90.00%	95%		86.55%	95%

Visitors are identified by the Visitor Hosts, if no name is provided, it is not awarded to the member who invited them

# VP Report 2010--2011

## Closed Business:

- **\$4,729 Michelle Rogers**
- **\$1,842 Alicia Lucas**
- **\$1,816 Candice Normoyle**

## Referrals Given:

- **4 Referrals passed Danielle Terrazas**
- **3 Referrals passed Joe Khoei and Angela Leung**

## Chapter Minimums:

- The minimum closed business for our chapter is:
  - \$3,000 per term and \$6,000 per year.
  - For 1<sup>st</sup> year members:
    - The minimum is \$1,000 per term and \$2000 per year.
- **Keep in mind that the goal for each member is + \$50,000 in order to reach our \$3,000,000 goal for this year.**

## Attendance/Visitor Policy:

- Each year is split into two terms:
  - Term 1: October – March 2011
  - Term 2: April – September 2011
- Within each term you are allowed **3 absences and/ or up to 3 subs to equal no more than 6 total missed days.**

A visitor or sub can come to the chapter UP TO 2 TIMES PER TERM. This means that someone who has not applied to be a member of our chapter cannot come to the chapter more than twice per term. If you have asked someone to sub and they have already come twice, we will allow them to come to the meeting, but you will be marked as absent.

There are 2 exceptions to this rule:

- 1. An employee of your office may sub for you up to 6 times per term.
- 2. A visitor who has submitted an application may visit until their application is no longer pending.

For more detailed reports, see VP report posted on our website.

*Want to be on our weekly spotlight? Go to the SV BNI website or to BNI SF Bay site for articles on how to be a superstar, or go to the educational coordinators to check out our chapter's library!*

# Notes to the VP Report

- Referral/Thank You/One-to-one Slips:
  - Please write First & Last Name of people on your slips. We have multiples of names and it is difficult to know who it is for!
- Absence — You are marked absent if:
  - You are absent and do not have a sub.
  - You are not in your seat or present at 7:15 a.m. when the President begins the meeting.
  - You leave before the referral bag has completely been passed around the room.
- Referrals Given:
  - Word about stats: Are your referrals diluted? If you take your referrals given and divide it into your Closed business this will measure the effectiveness of your referrals and are they closing. It is not just the passing a slip, but CLOSING the business.
- Value Given:
  - Do you review inside referrals vs outside? We support each other, but to grow our businesses, we must find out how to better refer to our outside contacts?
- One to Ones
  - Please confirm who is the initiator of a one-to-one prior to turning it in. The VP will return them to you unaccounted for at the next meeting
- Have a question on the VP Report?
  - Email the VP at [svbnivp@gmail.com](mailto:svbnivp@gmail.com)

# Secretary/Treasurer

## □ **Speaker Rotation:**

- **2/3 Michelle Rogers and Wayne Morgan**
- **2/10 James Stout and Fred Wee**
- **2/17 Trey McAlister and Danielle Terrazas**
- **2/24 Steve Pappas and Liz Rhodes**
- **3/3 Poppie Rodriguez and Patricia Cunningham**

## □ What if I can't speak on my assigned date?

- It is each members responsibility to find someone to switch with if they cannot speak on their assigned date. Please do not contact leadership team to assist you with this.

## □ When will I be added to the speaker rotation?

- You will be added to the speaker rotation and website when you have successfully completed MSP. Please contact your VP when complete!

## □ Need to use the projector?

- Please go to our website to see how to request the necessary equipment or contact Wayne Morgan. If your presentation does not work, please make sure you are ready to speak without it.

## □ Please arrive between 6:30 and 6:45 a.m. to make sure that you are able to setup your presentation because your 10 minutes begin after you are introduced, no matter what happens.

## □ Information regarding presentations: [www.siliconvalleybni.com/speaker-information](http://www.siliconvalleybni.com/speaker-information)

## **Members needing to attend MSP:**

- **Steve Sievers**
- Please confirm you have attended. Your name will be removed from this list at that time.

## **For MSP training, please go to:**

- [www.bnisfbay.com/calendar/index.php?act=calendar](http://www.bnisfbay.com/calendar/index.php?act=calendar)

# Membership Committee

- **Renewals: Renewals effective April 1st, Due March 1st**
- Ron DeAngelis
- Bob Davis
- Michael Mok
- Mary Blazer
- Jeanne dePolo
- Ingrid Mult
- George Talbot
- EJ Hong
  
- **Please Note: If you have received approval from the membership committee, please bring your check for \$365 on Thursday.**
- If a member is up for renewal and you have concerns, please email the Membership Committee at [membershipsbn@gmail.com](mailto:membershipsbn@gmail.com) with your concerns.
- If you have a conflict, please try to resolve with the member, then approach the Membership Committee if it remains open.
- Please be professional at all times and treat your relationships with your fellow members with the same respect you feel you deserve. You are subject to the Code of Ethics. Consult with a membership committee member with questions.

# Membership Committee

## □ Quarterly Dues:

- \$160.00 if received by the first meeting of the quarter.
- \$180.00 if received after the first meeting of the quarter

## □ Just wanted to send a quick reminder:

- Please be advised of the following policy. We appreciate everyone's cooperation and please help us run a tight ship at our BNI.
  - All quarterly membership dues are to be paid by the 1st meeting of the quarter.
  - If your dues are not received by this time, you will be considered late.
  - If your dues are not received by the 2nd meeting of the quarter, you will be counted as absent (even if you are present at the meeting) for every meeting until your dues are received.

# Educational Resources

- Our chapter website
  - [www.siliconvalleybni.com/](http://www.siliconvalleybni.com/)
- What you will find:
  - Announcements, VP reports, Articles, Chapter Members, Links to other BNI Websites, Location
- Have you checked out our library?
- BNI San Francisco Bay Area website: [www.bnisfbay.com](http://www.bnisfbay.com)
  - You will find a wealth of information here. Forms, articles, networking tips, building yourself in your group, other chapters, rules for BNI and much more. Use it. You can click on the link from our website so you only need one bookmark
    - Your user name is: bnisfbay
    - Password: member
- BNI Official Website: <http://www.bni.com/>
  - You will find resources, more articles, a store to buy things, and much more!
- Are you on Linked in? Please look for our group!
- Important Note:
  - Your membership does not give you permission to email the whole group announcements, newsletters or spam. BNI rules state that we are to be respectful and follow the appropriate guidelines under spam.
- If someone has sent you an announcement, please email them privately requesting you not be included. If you do not have resolution, please submit your concerns to the membership committee at [membershipsbn@gmail.com](mailto:membershipsbn@gmail.com).

# Educational Moment

## □ **Jan 27, 2011**

- How to GIVE more referrals
- There are three main things to think about when you are looking to GIVE more referrals.
- 1. Use your BNI business card folder. If you have an office where clients come and meet you, have that folder at your desk or waiting room area. As clients and perspective clients wait for you, they can browse the folder and just might take a few cards.
- 2. Listen for buzz words during your conversations that make YOU think of different people in the group and then be bold and make a suggestion. When you hear someone mention that they might do a little painting around the house, offer up a painter that you know and sing his praises.
- 3. Use your power partners. Probably the easiest and most natural referrals are passed between power partners. I drop ideas of chiropractic care and massage on an almost hourly basis when I am working with clients. It is only natural and logical to send my clients to related professionals that will assist them with their total health and wellness needs. I talk about how good I feel for weeks after any appointment just for an excuse to talk about my power partners. When you know and trust your power partners, it is only natural to drop them into conversations.
- Remember the Givers Gain philosophy of BNI
- Happy referring

# Upcoming Events

## 1/27 Events Announcement:

- In honor of International Networking Week, we will be merging with several other Santa Clara County BNI chapters for a mega mixer/happy hour on Monday, February 7th at BJ's Restaurant from 4-7pm.

This is a great opportunity for us to broaden our networks and include all the chapters in Santa Clara County.

Please RSVP by tomorrow, January 28th via the Evite.

- BNI International Networking Week of February 7th-11th. Please keep an eye out for our Evite. Any questions can be emailed to [jen@referralinstitute.com](mailto:jen@referralinstitute.com).

**Members that are below BNI's minimum closed business policy for the term**

**Members that already met the yearly target of the Chapter - \$50,000**

Oct-01-2010 - Jan-27-2011

#	Name	P	A	L	M	S	RG	RR	V	1	Value
1	Michael Prevot	13	1	0	0	0	21	35	2	33	232659
2	Michelle Rogers	10	1	0	0	3	11	3	0	6	85336
3	Lizbeth Rhodes	13	0	0	0	1	10	4	0	3	68665
4	Malika Junaid	11	0	0	0	3	16	2	3	2	60613
5	Bryant Busalacchi	14	0	0	0	0	8	10	0	11	56366
6	Janet Bocek	11	2	0	0	1	6	15	0	1	51427
7	Mary Blaser	12	2	0	0	0	21	4	0	3	46181
8	Robert Davis	12	2	0	0	0	13	14	3	2	36117
9	E.J. Hong	13	1	0	0	0	11	14	0	5	31310
10	Asen Angelov	13	1	0	0	0	8	10	0	4	30312
11	Melanie Hibbs	14	0	0	0	0	10	3	0	6	27394
12	Danielle Terrazas	11	2	0	0	1	8	20	0	4	26526
13	David Joud	13	0	0	0	1	9	5	2	17	26493
14	Jan Fong	12	1	0	0	1	5	7	0	2	25789
15	Scott Safadi	12	0	0	0	2	12	2	0	2	25254
16	Doug Dixon	13	1	0	0	0	6	19	0	1	24836
17	Nicol Bernhardt	13	1	0	0	0	9	12	0	1	21444
18	Warren McCord	12	1	0	0	1	10	7	0	3	21226
19	Alicia Lucas	12	2	0	0	0	13	6	2	0	21043
20	John Jue	14	0	0	0	0	2	19	0	5	17938
21	Jeanne dePolo	12	1	0	0	1	15	6	0	2	16548
22	Patricia Del Gavio	14	0	0	0	0	24	13	4	6	16428
23	Wayne Morgan	14	0	0	0	0	8	29	0	17	15373
24	George Talbot	12	2	0	0	0	6	16	0	1	14733
25	Peter Pazmany	13	1	0	0	0	9	23	0	8	14389
26	Angela Leung	11	1	0	0	2	21	26	1	1	13703
27	Candice Normoyle	12	0	0	0	2	21	11	0	0	13178
28	Charmaine Tu	13	0	0	0	1	20	13	1	1	11452
29	Ronald Leung	12	2	0	0	0	9	5	0	4	11434
30	Ingrid Mult	13	1	0	0	0	9	21	0	8	11006
31	Travis Krepelka	11	2	0	0	1	7	4	0	0	10255
32	K.C. Anderson	12	0	0	0	2	6	12	0	9	8936
33	Saurabh Verma	12	1	0	0	0	7	3	0	17	8117
34	Ron DeAngelis	11	0	0	0	3	10	1	0	0	7213
35	Brett Macauley	11	0	0	0	3	13	6	1	4	6756
36	Jeannie Shea	11	2	0	0	1	9	5	0	2	6557
37	Gary Laine	14	0	0	0	0	2	2	0	3	5942
38	Joe Khoei	12	1	0	0	1	18	7	1	0	5912
39	Stephanie Stafford	14	0	0	0	0	5	4	0	4	5208
40	Stephen Pappas	12	2	0	0	0	5	3	1	0	4852
41	Michael Mok	11	0	2	0	1	11	8	0	5	4119
42	Ginny Hagopian	14	0	0	0	0	7	7	0	7	4052
43	Nate Schloss	0	1	0	0	0	0	0	0	0	3375
44	Poppie Rodriguez	14	0	0	0	0	2	26	0	1	2927
45	<b>Patricia</b>	<b>12</b>	<b>1</b>	<b>0</b>	<b>0</b>	<b>1</b>	<b>13</b>	<b>5</b>	<b>0</b>	<b>4</b>	<b>2601</b>
46	<b>Frona Kahn</b>	<b>10</b>	<b>3</b>	<b>0</b>	<b>0</b>	<b>1</b>	<b>24</b>	<b>5</b>	<b>0</b>	<b>4</b>	<b>1926</b>
47	<b>Krista Regedanz</b>	<b>12</b>	<b>1</b>	<b>0</b>	<b>0</b>	<b>1</b>	<b>7</b>	<b>4</b>	<b>0</b>	<b>12</b>	<b>1335</b>
48	Steve Sievers	1	1	0	0	0	1	0	0	0	639
49	Michael Weed	0	1	0	0	0	0	0	0	0	560
50	Jason Andrew	0	1	0	0	0	0	0	0	0	400
51	Kris McDonough	4	2	0	0	0	0	4	1	0	317
52	<b>James Stout</b>	<b>6</b>	<b>1</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>6</b>	<b>238</b>
53	Armando Palomar	2	3	1	0	0	2	4	0	0	140
54	<b>Allison Stember</b>	<b>4</b>	<b>1</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>2</b>	<b>2</b>	<b>0</b>	<b>4</b>	<b>0</b>
55	<b>Fred Wee</b>	<b>4</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>1</b>	<b>4</b>	<b>0</b>	<b>3</b>	<b>0</b>
56	Alice Locke Chezar	0	2	0	0	0	0	0	0	0	0
57	Kathryn Pendleton	0	2	0	0	0	0	0	0	0	0
58	Trey McAlister	3	0	0	0	0	0	0	0	0	0
59	Visitor(s)	1	0	0	0	0	0	13	3	1	245513
<b>Tota</b>		<b>592</b>	<b>54</b>	<b>3</b>	<b>0</b>	<b>35</b>	<b>504</b>	<b>504</b>	<b>26</b>	<b>245</b>	<b>1413063</b>

## PALMS Report: Silicon Valley BNI

Jan-27-2011

#	Name	P	A	L	M	S	RG	RR	V	1	Value
1	Michelle Rogers	0	1	0	0	0	0	0	0	0	4729
2	Alicia Lucas	1	0	0	0	0	0	1	0	0	1842
3	Candice Normoyle	1	0	0	0	0	1	1	0	0	1816
4	Danielle Terrazas	1	0	0	0	0	4	3	0	0	1410
5	Ginny Hagopian	1	0	0	0	0	0	0	0	0	910
6	Charmaine Tu	1	0	0	0	0	2	0	0	0	821
7	Stephanie Stafford	1	0	0	0	0	1	1	0	2	785
8	E.J. Hong	1	0	0	0	0	0	1	0	0	777
9	Joe Khoei	1	0	0	0	0	3	0	0	0	715
10	John Jue	1	0	0	0	0	0	3	0	0	715
11	Angela Leung	1	0	0	0	0	3	1	1	0	645
12	Steve Sievers	0	1	0	0	0	1	0	0	0	639
13	David Joud	1	0	0	0	0	0	1	0	1	627
14	Jan Fong	1	0	0	0	0	0	1	0	0	627
15	Lizbeth Rhodes	1	0	0	0	0	2	0	0	1	555
16	Janet Bocek	1	0	0	0	0	0	1	0	1	554
17	Warren McCord	0	0	0	0	1	1	1	0	1	491
18	Melanie Hibbs	1	0	0	0	0	0	1	0	3	440
19	Malika Junaid	1	0	0	0	0	2	1	0	1	440
20	Krista Regedanz	0	1	0	0	0	0	2	0	1	440
21	George Talbot	1	0	0	0	0	0	0	0	1	440
22	Doug Dixon	1	0	0	0	0	2	2	0	0	440
23	Poppie Rodriguez	1	0	0	0	0	0	4	0	0	273
24	Michael Prevot	1	0	0	0	0	0	2	0	4	187
25	Frona Kahn	1	0	0	0	0	2	0	0	0	187
26	Patricia	1	0	0	0	0	2	0	0	0	160
27	Jeanne dePolo	1	0	0	0	0	1	2	0	1	110
28	Ron DeAngelis	1	0	0	0	0	2	0	0	0	72
29	Stephen Pappas	1	0	0	0	0	1	1	0	0	55
30	Mary Blaser	1	0	0	0	0	1	0	0	0	45
31	James Stout	1	0	0	0	0	1	0	1	2	0
32	Ingrid Mult	1	0	0	0	0	2	3	0	2	0
33	Wayne Morgan	1	0	0	0	0	1	3	0	2	0
34	Nicol Bernhardt	1	0	0	0	0	2	0	0	1	0
35	Bryant Busalacchi	1	0	0	0	0	1	0	0	1	0
36	Michael Mok	1	0	0	0	0	1	0	0	1	0
37	Ronald Leung	1	0	0	0	0	0	0	0	1	0
38	Allison Stember	1	0	0	0	0	0	0	0	1	0
39	Saurabh Verma	1	0	0	0	0	0	0	0	1	0
40	Fred Wee	1	0	0	0	0	0	1	0	1	0
41	Patricia Del Gavio	1	0	0	0	0	2	0	0	0	0
42	Jeannie Shea	1	0	0	0	0	2	0	0	0	0
43	K.C. Anderson	1	0	0	0	0	1	1	0	0	0
44	Robert Davis	1	0	0	0	0	1	2	0	0	0
45	Travis Krepelka	1	0	0	0	0	1	0	0	0	0
46	Asen Angelov	1	0	0	0	0	0	1	0	0	0
47	Gary Laine	1	0	0	0	0	0	0	0	0	0
48	Brett Macauley	0	0	0	0	1	0	0	0	0	0
49	Peter Pazmany	1	0	0	0	0	0	0	0	0	0
50	Scott Safadi	1	0	0	0	0	0	1	0	0	0
51	Trey McAlister	0	0	0	0	0	0	0	0	0	0
52	Visitor(s)	0	0	0	0	0	0	4	0	1	98
<b>Tota</b>		<b>45</b>	<b>3</b>	<b>0</b>	<b>0</b>	<b>2</b>	<b>46</b>	<b>46</b>	<b>2</b>	<b>31</b>	<b>22045</b>

## PALMS Report: Silicon Valley BNI

Oct-01-2010 - Jan-27-2011

#	Name	P	A	L	M	S	RG	RR	V	1	Value
1	Michael Prevot	13	1	0	0	0	21	35	2	33	232659
2	Michelle Rogers	10	1	0	0	3	11	3	0	6	85336
3	Lizbeth Rhodes	13	0	0	0	1	10	4	0	3	68665
4	Malika Junaid	11	0	0	0	3	16	2	3	2	60613
5	Bryant Busalacchi	14	0	0	0	0	8	10	0	11	56366
6	Janet Bocek	11	2	0	0	1	6	15	0	1	51427
7	Mary Blaser	12	2	0	0	0	21	4	0	3	46181
8	Robert Davis	12	2	0	0	0	13	14	3	2	36117
9	E.J. Hong	13	1	0	0	0	11	14	0	5	31310
10	Asen Angelov	13	1	0	0	0	8	10	0	4	30312
11	Melanie Hibbs	14	0	0	0	0	10	3	0	6	27394
12	Danielle Terrazas	11	2	0	0	1	8	20	0	4	26526
13	David Joud	13	0	0	0	1	9	5	2	17	26493
14	Jan Fong	12	1	0	0	1	5	7	0	2	25789
15	Scott Safadi	12	0	0	0	2	12	2	0	2	25254
16	Doug Dixon	13	1	0	0	0	6	19	0	1	24836
17	Nicol Bernhardt	13	1	0	0	0	9	12	0	1	21444
18	Warren McCord	12	1	0	0	1	10	7	0	3	21226
19	Alicia Lucas	12	2	0	0	0	13	6	2	0	21043
20	John Jue	14	0	0	0	0	2	19	0	5	17938
21	Jeanne dePolo	12	1	0	0	1	15	6	0	2	16548
22	Patricia Del Gavio	14	0	0	0	0	24	13	4	6	16428
23	Wayne Morgan	14	0	0	0	0	8	29	0	17	15373
24	George Talbot	12	2	0	0	0	6	16	0	1	14733
25	Peter Pazmany	13	1	0	0	0	9	23	0	8	14389
26	Angela Leung	11	1	0	0	2	21	26	1	1	13703
27	Candice Normoyle	12	0	0	0	2	21	11	0	0	13178
28	Charmaine Tu	13	0	0	0	1	20	13	1	1	11452
29	Ronald Leung	12	2	0	0	0	9	5	0	4	11434
30	Ingrid Mult	13	1	0	0	0	9	21	0	8	11006
31	Travis Krepelka	11	2	0	0	1	7	4	0	0	10255
32	K.C. Anderson	12	0	0	0	2	6	12	0	9	8936
33	Saurabh Verma	12	1	0	0	0	7	3	0	17	8117
34	Ron DeAngelis	11	0	0	0	3	10	1	0	0	7213
35	Brett Macauley	11	0	0	0	3	13	6	1	4	6756
36	Jeannie Shea	11	2	0	0	1	9	5	0	2	6557
37	Gary Laine	14	0	0	0	0	2	2	0	3	5942
38	Joe Khoei	12	1	0	0	1	18	7	1	0	5912
39	Stephanie Stafford	14	0	0	0	0	5	4	0	4	5208
40	Stephen Pappas	12	2	0	0	0	5	3	1	0	4852
41	Michael Mok	11	0	2	0	1	11	8	0	5	4119
42	Ginny Hagopian	14	0	0	0	0	7	7	0	7	4052
43	Nate Schloss	0	1	0	0	0	0	0	0	0	3375
44	Poppie Rodriguez	14	0	0	0	0	2	26	0	1	2927
45	Patricia	12	1	0	0	1	13	5	0	4	2601
46	Frona Kahn	10	3	0	0	1	24	5	0	4	1926
47	Krista Regedanz	12	1	0	0	1	7	4	0	12	1335
48	Steve Sievers	1	1	0	0	0	1	0	0	0	639
49	Michael Weed	0	1	0	0	0	0	0	0	0	560
50	Jason Andrew	0	1	0	0	0	0	0	0	0	400
51	Kris McDonough	4	2	0	0	0	0	4	1	0	317
52	James Stout	6	1	0	0	0	1	1	1	6	238
53	Armando Palomar	2	3	1	0	0	2	4	0	0	140
54	Allison Stember	4	1	0	0	0	2	2	0	4	0
55	Fred Wee	4	0	0	0	0	1	4	0	3	0
56	Alice Locke Chezar	0	2	0	0	0	0	0	0	0	0
57	Kathryn Pendleton	0	2	0	0	0	0	0	0	0	0
58	Trey McAlister	3	0	0	0	0	0	0	0	0	0
59	Visitor(s)	1	0	0	0	0	0	13	3	1	245513
<b>Tota</b>		<b>592</b>	<b>54</b>	<b>3</b>	<b>0</b>	<b>35</b>	<b>504</b>	<b>504</b>	<b>26</b>	<b>245</b>	<b>1413063</b>

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Real Winners, sees

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250  
Visitors



WE INVITE YOU TO EXPLORE

Welcome

PLEASE ALL...  
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Expand Your Network

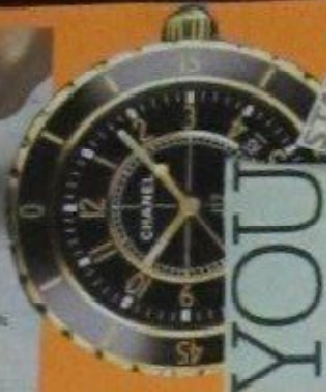
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Passion



Attendance  
95%

President's Message  
don't skip

WORTH THE EFFORT!



YOU STARTS HERE

STAYING POWER