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Leads and Chamber News

- Get leads to Dennis Donovan or speaker by the end of March for a tally.
 - There is \$25 to take for it.
- Chamber News:
 - Still working on confirming details for after 5.
 - Coffee and commerce this Friday at Lifestyle Physicians from 8 to 9am.
 - Women's Business Council educational luncheon at Stonemo Golf Club on Tuesday the 18th.
 - The speaker is Donna Highfield, who will be presenting on the Power of Infinite Influencing with confidence.
 - Professional Development Book club meeting here at noon from 1 to 1 o'clock on Friday the 21st.
 - This month's book is how to Win Friends that Influence People.
 - Business networking luncheon on Tuesday the 25th at 11:30am at Harry's Airway.

UVA Community Credit Union

- Paul Klinger with UVA Community Credit Union.
 - Mortgage rates are slightly coming down and they are seeing a lot of activity.
 - Announced two new programs that are saving people on average about 250 bucks a month between locking shops and lowering the rates and discounts on 30 year fixed rate mortgages.
 - You do not have to be a member to get a mortgage with them.

Space is Organized and Styled

- Kelsey May with Space is organized and Styled.
 - They take care of all of their clients, organizations and house while promoting and they just recently started home webinars.
 - They're called Lunch and Learn and cover all of the basics of organization, decluttering and downsizing.

Canada Media Group & Falcon Community Theater

- Scott Bricker or Canada Media Group.
 - New marketing, branding, design.
 - Working with companies to figure out their goals and structures, their marketing going forward for the rest of the year.
- Laurie Bersack, Fauquier Community Theater
 - Inherit the Window opens on Friday night and runs for three weekends.
 - Jersey Boys is their spring show that opens the first weekend in May.

Piedmont Pine Properties & Constant Water

- Becky Miller with Piedmont Pine Properties.
 - The market is extraordinarily hot and it is still a seller's market.
 - They probably have surpassed 250 units that they manage.
 - "Oh, it sucks to be a landlord. Actually it doesn't suck to be a landlord if you have a property manager."
- Judd Walls, with constant water.
 - They have battery powered whole house emergency water systems, drums on water wells or unreliable public water systems.
 - FEMA is going to be changing and his recommendation is expect less and prepare more.

Countryside, Title and Escrow & Beamer

- Erin Banister, Countryside, Title and Escrow
 - Good people for him are lenders, mortgage brokers, real estate agents, attorneys.
 - Had a closing yesterday and one today.
- Stephanie Teague BEMER
 - Her daughter slipped and fell on her tailbone and used her beamer.

Beamer Story

- Speaker's acquaintance hurt her tailbone, but recovered quickly with no bruising.
- BEMER improves blood flow by 30%, which speaker believes made a big difference in her recovery.
- Speaker likes to meet people who are tired, lack stamina, or have injuries like tailbone injuries.

Dennis Reitz, Golden Rule Builders

- Golden Rule Builders helps people with their housing needs during times of transition (graduations, weddings, etc.).
- Empty nesters remodeling bathrooms or building suites for parents are good candidates.

Joe Peters, Scribe Startups

- Joe Peters with Scribe Startups does high-level administration for small business owners.

- He handles tasks like integrating systems, writing job descriptions, and helping with hiring.

Lisa Varkama, Piedmont Peace Center

- Lisa Barkema is a conflict specialist and mediator, primarily for family mediations (custody, visitation, support, divorce).
- She coordinates the Community Peace Building Program, including "Chats" to connect people through storytelling.
 - Chats are for the general public, businesses, and organizations.
 - Upcoming public sessions: March 24th, April 21st, and May 18th (Mondays).

Dennis Donovan, Moan Gaskin Financial

- Dennis Donovan with Moan Gaskin Financial helps with retirement and investment planning.
- They chart ways through "choppy waters and occasional tidal waves."

Russ, Lux Foundation Solutions

- Russ with Lux Foundation Solutions specializes in foundation repair.
- Lux has been around for over six years, and Russ has been in the industry for over 12.
- They partner with residential and commercial clients, including government properties.
- Main focuses: foundation repair, waterproofing, concrete repair, and crawl space encapsulation.

Foundation Repair

- Foundation repair addresses cracked/bowing walls and sinking foundations.
- Clay soil is a major cause of foundation issues due to its expansion and contraction.
- Free inspections are offered.

Basement Waterproofing

- Waterproofing can be done inside or outside.
- Interior systems involve creating a French drain channel and vapor barrier.
- Interior systems are useful when excavation is not feasible.
- The interior system includes a drain under the slab and a vapor system, along with a sump pump.

Sump Pumps

- Sump pumps help prevent water damage by relieving pressure under the slab.
- They are beneficial when the water table rises, especially after heavy rain.
- Sump pumps help remove water pressure and prevent it from entering the home.

Crawl Spaces

Crawl spaces are often neglected and can develop mold, water damage, and rot.

- Encapsulation is a common solution for improving HVAC efficiency and air quality.
- Vented crawl spaces can create a "rainforest effect" due to high humidity, leading to moisture problems.

Concrete Repair

- Structural polyurethane injections can lift and level sidewalks and slabs at a lower cost than replacement.
- This method is suitable for sunken sidewalks and porches, but not for severely broken concrete.
- All work comes with a long-term warranty.

Commercial and Engineering Work

- The company has experience with government and commercial buildings, including banks.
- They offer air barrier services, sealing buildings to specific requirements.
- Service area includes Northern Virginia to Fredericksburg to Charlottesville, but excludes D.C. and Maryland.
- They have worked with the Pentagon and the National Park Service in Virginia.
- They partner with companies like VDOT and Terra Constructs for bridge work and other specialized projects.
- They are willing to assess and repair any foundation-related issue, even those outside their core services.

Why Choose Them?

- They offer experience, expertise, and personalized solutions.
- They prioritize customer satisfaction, as reflected in their positive reviews and word-of-mouth referrals.
- Free inspections and opinions are provided until engineering and permits are required.

Interior Signs of Foundation Issues

- Doors and windows sticking or racking can indicate foundation movement or framing issues.
- Leaning chimneys that leak may suggest foundation problems.
- "Doors and windows are a frame that are square, and if a house starts to shift, those are the first things you see."

Diagnosing Foundation Settlement

- The timeline of settlement can be determined by asking homeowners when they first noticed the issues.
- Crack monitors can be used to track movement in cracks over time.
- Measurements can identify dips in floors, and follow-up checks can determine if movement is ongoing.
- Determining if movement is recent or long-standing is important for diagnosis.

Earthquake Damage

- Cracks in ceilings after an earthquake could be structural or cosmetic.
- The nature and location of the crack determine the severity.
- Cracks in masonry can be monitored to verify movement.
- Buildings are designed to bend, not break, so cracks may not always indicate structural compromise.

Detective Work

- Assessing structural problems can be complex and require detective work.
- "It is a lot of detective work."

Radon

- The company does not handle radon but works with other companies that do.

Radon Mitigation

- Radon companies typically put vents in the sump pump because that's where the radon sources are.
- When a basement drainage system is installed and the slab is opened, it's a good time to address radon by resealing the joint of the slab and the wall, where gases come through.
- The speaker's company isn't licensed for radon but has methods to install systems that address it.
- Radon levels can vary, with some areas having borderline levels.

Structural Review and Termite Work

- The company can do structural reviews, especially for issues found during home inspections.
- They handle termite work by fixing the wood but don't deal with the bugs themselves.
- Structural work includes wood and foundation issues.

Deck and Porch Repairs

- The company will do work as long as it "makes sense for us to do it."
- Example: They jacked up a front porch with a roof that was sinking and installed new footings and posts.
- They also repair decks with sinking posts by jacking them up, digging new footings, and setting new posts.

Post and Beam Houses

- Post and beam houses built on six by sixes often have posts rotting out, especially in mountain areas.
- The company lifts houses, cuts the posts, and installs new footings.
- Old pressure-treated lumber was better than the new ground contact timbers.

- Posts often rot about an inch below ground to about 4 inches below ground.

Building Codes and Crawl Spaces

- In some areas like West Virginia, there are no building codes or permits required.
- Code still allows venting crawl spaces, but the speaker does not recommend it in Virginia unless the crawl space is 5 to 6ft high.
- Vented crawl spaces often have moisture problems.

Crawl Space Issues

- Crawl spaces are cheaper than basements but can have high humidity levels.
- High humidity can lead to mold, wood damage, and stress on heating and cooling systems.
- Sealing and insulating from 2ft below grade up is better than leaving an uninsulated crawl space.

Home Inspections and Negotiations

- Negotiating home inspections is a least favorite part of the job.
- Sellers want the most money, while buyers don't want to inherit problems like moldy basements or crawl spaces.
- The speaker suggests sellers address potential problems before listing their homes.

Addressing Crawl Space Issues During Home Sales

- Real estate agents often avoid dealing with crawl space issues.
- The speaker suggests a compromise where the seller cleans and treats the mold, and the buyer pays extra for full encapsulation.
- Preventative maintenance is important for homeowners.

Mold Concerns

- Mold is a more common concern now than it was 20 years ago.
- A bow in a floor could be due to moisture in the crawl space or poor framing.
- Smelling wet dirt or an "old people house" smell often indicates a bad crawl space.

Foundation Issues and Inspections

- Anytime you're thinking of buying or selling, and you see something funny looking, call someone to get it looked at.
- Some companies use fear in their sales process, which the speaker is against.
- A new home doesn't mean it was done right.

New Construction Issues

- Speaker has done new construction settlement piers where they've jacked the footers back up because they've sunk.

Example of a house in Boyce where the builder spray foamed insulation on the rim joist, which is against code because it covers the termite inspection strip.

- They had to scrape away all the spray foam by hand.

Services and Specialization

- They do a lot of work on Airbnbs, fixing foundation issues.
- "We won't make it pretty, but you won't die."
- They show "nasty basements" at home shows, unlike the "beautiful" displays of others.

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