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To: [Becky Miller Real Estate Lead Share Piedmont Fine Properties](#)
Cc: [Paul Klinger Tuesday Lead Share Chamber Of Commerce](#); [John Frazer & Mary Brown & Bigelow](#); [Caitlin Adkins](#); [Dennis Reitz Golden Rule Builders](#); [Thomas Nicolai](#); [Fatima Attaj](#); [Jan Sutton Sutton Insurance](#); [Judd Walls Constant Water](#); [Laurie Bersack & Joe IBDJ](#); [Lisa Berkema Piedmont Dispute Resolution Center](#); [Noah Portugal NJP Accounting](#); [Scott Bricker Lead Share](#); [Erin Lead Share Prospect Equine](#); mcoffin@infinitecxo.com; [Benjamin Musser](#); [Alec Burnett](#); [Dennis Donovan](#)
Subject: REVISED February 4, 2025 Minutes Tuesday Lead Share
Date: Tuesday, February 4, 2025 2:49:34 PM

This is our full email list except for our newest member, Russ. Dennis D.'s email was not correct on the previous list.

Welcome and Introductions (00:00 - 09:53)

- Meeting commenced with a welcome.
- Acknowledgment of Alec's presentation last week.
- Minutes from the previous meeting are available.

Treasurer's Report

- Current balance reported as \$1,823.40.
- Membership dues can be invoiced or paid via check.

Membership Payment Options

- Discussion on potential online payment options.
 - Rumors about an online payment setup, but no confirmation.
 - Current payment methods include cash, checks, and possibly cashier's checks.
- Suggestion to explore Venmo or Zelle for payments.
 - Decision to table this discussion for the finance committee.

Upcoming Events

- April 1st: Dementia Alzheimer's presentation via Zoom.
 - State Representative Worthington will join the call.
 - Proposal to invite lead chairs to attend the presentation.
- Reminder about lead sheets for tracking leads.
 - Dennis will manage lead activity.

Guest Introductions

- Russ from Lux Foundation Solution introduced.
 - Specializes in foundation repair and offers free inspections.
- Dennis Donovan from Bowman Gaskins Financial Group introduced.
 - Focuses on helping clients with financial goals and investment strategies.
- Dennis Wright from Golden Rule Builders introduced.
 - Offers home building and renovation services in the Hume area.

Business Updates (09:53 - 19:52)

- One lead is moving between jobs in Hume Road, Leeds Manor, and Kaiser Road.
 - Preparing to build a \$3 million home on the water in Stafford.
 - Working on a bathroom remodel outside of Warrington.
- Service area extends within an hour's drive from Catlett Warrenton.
 - Covers areas from the mountains to Leesburg and into the northern part of Orange County.
 - Occasionally goes inside the Beltway for jobs.

Caitlin Atkins - Spaces Organized and Styled

- Owns a professional organizing company.
 - Assists with organizing for moves, remodeling, pre-packing, unpacking, and decluttering.
- Recently helped a client sell designer items.
 - Ensured luxury goods were distributed appropriately for financial return.
- Hosting a joint decluttering event at Foster's Grill.
 - Event scheduled for tomorrow at 5 PM with giveaways.
 - Encourages registration for headcount on appetizers.

Scott Bricker - Orcata Media Group

- Helps companies with media messaging.
 - Focuses on social media marketing and website revamping.
- Offers assistance for WordPress sites and social media for franchises.

Becky Miller - Piedmont Fine Properties

- Shares a recent experience with a competitive real estate market.
 - Lost a client's offer on a million-dollar property to an all-cash, non-contingent offer.
- Emphasizes the importance of guidance for buyers in the current market.
 - Encourages clients to avoid pressure and regret in purchasing decisions.

Stephanie Teague BEMER

- Discusses the importance of proactive health measures.
 - Uses the iceberg analogy to explain unseen health issues.
- Advocates for blood flow and overall health maintenance.

Judson Walls - Constant Water

- Provides battery-powered emergency water systems for homes and businesses.
 - Highlights the importance of being proactive in water security as seasons change.

Erin Banister - Countryside Title and Escrow

- Offers preliminary research for property inquiries.
 - Shares experience with a 15-acre cash deal in Hillsborough.
- Discusses the convenience of handling documents remotely for clients.

Tom Nikolai - Chiropractic

- Emphasizes the benefits of chiropractic care for pain management.
 - Encourages proactive visits to maintain health and avoid pain.

Jan Sutton - Sutton Insurance (19:53 - 29:46)

- Introduced herself and her business.
 - Uses the acronym BLAH for types of insurance: Business, Life, Auto, Home.
- Shared a safety story related to traveling with pets.
 - Emphasized the importance of confining pets in vehicles to prevent them from becoming projectiles during sudden stops.

- Mentioned a recent incident with a tragic outcome.

Noah Portugal - NJP Accounting

- Introduced their services as virtual accountants.
 - Specializes in bookkeeping and payroll for businesses, personal accounts, and nonprofits.
- Shared a personal story about her father-in-law's retirement.
 - Highlighted the importance of time management and efficiency in business operations.

Upcoming Events

- Greet and Meet New Member Luncheon
 - Date: Today from 11:30 AM to 1:00 PM.
 - Free to attend, opportunity to meet new members.
- Ribbon Cutting at Magnolia Boutique
 - Date: Next Tuesday, 11th from 5 to 7 PM.
 - Location: 100 Franklin Street, Warrenton.
- Monthly After 5 Networking Event
 - Date: Next Thursday, 13th from 5 to 7 PM at Licorice Pizza.
- Coffee and Commerce Event
 - Date: Next Friday, 15th from 8 to 9 AM at Weirdo Bagels.
- Open House at Showroom
 - Date: Saturday, 15th from 10 AM to 2 PM.

Paul Klinger - UVA Community Credit Union Mortgages

- Discussed the importance of staying informed on housing economics.
 - Mentioned no slides or presentations, just a talk on economics.
- Explained the role of the CFPB (Consumer Financial Protection Bureau).
 - Noted recent changes and potential impacts on mortgage lending.
- Shared a personal anecdote about a million-dollar deal that fell through.
 - Highlighted concerns about job security in federal positions affecting mortgage decisions.

Mortgage Backed Securities (MBS) (29:47 - 39:44)

- Lenders sell loans back to Fannie Mae and Freddie Mac.
 - They rebundle these loans as mortgage backed securities (MBS).
 - Investors buy MBS, which consists of thousands of mortgages.
- Fannie and Freddie ensure strict guidelines for mortgages they buy.

- They play a crucial role in maintaining the real estate market.

Regulatory Environment

- The CFPB (Consumer Financial Protection Bureau) has created important regulations.
 - Regulations limit overdraft fees, credit card interest rates, and annual fees.
- There is concern about potential dismantling of these regulations.
 - Billionaires and banking industry may resist regulation.

Portfolio Loans

- Credit unions offer portfolio loans, keeping them in-house.
 - These loans comply with Fannie Mae and Freddie Mac standards but are not sold to them.
- Portfolio loans allow for more flexibility in lending.
 - They can address community needs, such as renovation loans for distressed properties.

Adjustable Rate Mortgages (ARMs)

- Credit unions promote ARMs as a viable option.
 - A 7:1 ARM offers a lower rate compared to a 30-year fixed mortgage.
- The credit union's approach to ARMs is competitive.
 - Other companies may not offer ARMs due to high closing costs associated with discounted rates.

Housing Affordability (39:44 - 46:29)

- Importance of ensuring people get into affordable houses.
- Mention of the Consumer Financial Protection Bureau (CFPB).
 - Expected firing of the president of CFPB.
 - New president from the banking industry ordered to cease operations.

Consumer Protections

- Concern over eliminating consumer protections.

Reference to self-regulation in various industries.

- Mention of the 2008 housing crisis as evidence against self-regulation.

Meeting Logistics

- Discussion about upcoming presenters.
 - Dennis Donovan scheduled for next week.
 - Laurie's absence due to eye surgery.
- Proposal to review holiday schedule.
 - Need to determine which federal holidays to recognize.
 - Suggestion to allow guest speakers and field trips.

Group Growth and Engagement

- Discussion on rotating speakers and opportunities for new voices.
- Importance of growing the group to include diverse occupations.
- Confirmation of attendance at the new meet and greet.

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