



DAPN Minutes

12-16-15

Participants

Jim Krause	Jean Cody	Ron Goralski
Paul Anslow	Matt Byanski	Kevin Rose078 9
Don Neff	Kevin O'Donnel	John Elking
Jay Van Houten	Peter Haigh	Jim Stamper
Pete Shehata	Dave Rosengarten	

Announcements:

We presented Nicole our waitress this week with a Christmas card and a monetary gift. She was very appreciative

Richard Nuess of Richard Nuess Building & Roofing will be presenting our showcase on December 23rd. After a week off, Kevin O'Donnel will be presenting his showcase on Wednesday, January 6th and Benjamin Rigg on January 13th.

This week's showcase was Don Neff of Neff & Associates Insurance Agency.

Don started off telling us a little bit about himself

- In 1978 he was a assistant football coach
- After that he moved into the insurance field as a risk management rep as well as a marketing rep
- He then became a marketing manager in Cleveland, Ohio
- In 1994 he moved back to Dayton, Ohio with Neff & Associates

Here are just a few of some of the accounts Don covers:

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|---------------------------|----------------|
| -Private Detective Agency | -Auto Services |
| -Churches | -Used Car Lots |

-Restaurants

-Pee Wee Football

-Wall Paper Company

-A Chamber of Commerce

-Dental Lab

-Lots of small contractors

Thanks Don for your presentation

Today was a slow day with only 4 leads

Remember we do have a meeting this Wednesday the 23rd-but no meeting the following Wednesday. We will be back and running on Wednesday, January 6th.

Please remember if you haven't paid your dues, get them in to Joe asap

Take care and have a Merry Christmas!