

Thursdays at 7:30 AM  
Matt Ross Community Center

### Meeting Agenda

- 7:30 Open Networking
- 7:45 Call Meeting To Order
- 7:47 Networking Education:  
David Gullede
- 7:50 Business Introductions
- 8:10 Leadership Reports
- 8:20 Featured Speaker:  
Hugh O'Donnell
- 8:30 Referrals / Testimonials
- 8:45 Chapter Updates
- 8:59 Quote of the Week:  
Julia Thomas
- 9:00 Meeting Adjourned

### Leadership Team

- President  
Samantha Lane
- Vice President  
Jim Lorenzetti
- Secretary / Treasurer  
Jason Bahnson
- Mentor Coordinator  
Nate Tate
- Chapter Growth  
Laura McKaig
- Communications  
Hugh O'Donnell
- Visitor Host  
Andy Wright
- Event Coordinator  
Paul Holmes
- Membership Committee  
Jeff M, Kyle T, Julia T  
Dallas S, Nate T, Eric W

### Featured Speaker:



### Schedule / Events:

- Thu 09/24 9:00 AM Membership Comm Meeting
- Thu 10/01 7:30 AM Meeting - Julie Robertson
- Thu 10/08 7:30 AM Meeting - Katie Halwe  
Education - Ashley Mahoney
- Thu 10/15 7:30 AM Meeting - Laura McKaig
- Thu 10/15 9:00 AM Chapter Leadership Meeting
- Thu 10/22 7:30 AM Meeting - Andy Wolff  
Education - Jason Bahnson
- Thu 10/22 9:00 AM Membership Comm Meeting

### Networking Leaders - September:

- Dance Cards** - 4 - Nate T & Jason B
- Referrals Given** - 7 - Jim L
- Closed Business** - \$9,152 - Andy W

### Most Wanted Professions:

- CPA
- Salon Owner / Stylist
- Auto Body Shop
- Family Attorney
- Painter
- Exterminator

### Education / Notes:

### Our Numbers For The Last 12 Months:

**26**  
Members

**856**  
Referrals

**\$794,510**  
Closed Business

Last Meeting: 11 Dance Cards 30 Referrals \$6,115 Closed Business

We are on the web at: [www.bniop10.com](http://www.bniop10.com) and [facebook.com/BNIOP10](https://facebook.com/BNIOP10)

Member	Profession	Target Referral	Who Do I Know?	09/24/20
<b>Dallas Stephens</b> (785) 691-6009	Arborist Arb Tech Kansas City			
<b>Nick McIntyre</b> (816) 564-1357	General Contractor Wineteer Construction			
<b>Ned Eddy</b> (816) 686-6090	Payroll Heartland			
<b>Andy Wright</b> (816) 825-2524	Architectural Landscaping Royal Creations			
<b>Jeff Myers</b> (913) 205-6200	Mortgage Banker AlphaMortgage			
<b>Julia Thomas</b> (913) 221-5591	Massage Therapy Imagine Wholeness			
<b>Craig Collins</b> (913) 233-9726	Carpet Cleaning / Water Damage American Floor Care			
<b>David Gullede</b> (913) 338-1112	Chiropractor True Health P.A.			
<b>Jim Lorenzetti</b> (913) 432-1826	Business Attorney Robert A. Kumin, P.C.			
<b>Andy Wolff</b> (913) 481-3738	Nutritional Services Integrative Nutritional Coach			
<b>Kyle Tulp</b> (913) 486-7720	Electrician Master Electric			
<b>Maddie Higginbotham</b> (913) 515-9792	Personal Insurance Evoke Insurance			
<b>Samantha Lane</b> (913) 522-9295	Life Coach Lumina Advocacy and Coaching			
<b>Jason Bahnon</b> (913) 558-7601	Merchant Services Heartland Payment Systems			
<b>Ashley Mahoney</b> (913) 568-6682	Digital Marketing Hello Big Idea			
<b>Paul Hernandez</b> (913) 593-6451	HVAC P & L Mechanical			
<b>Katie Halwe</b> (913) 609-8250	Realtor Keller Williams Key Partners			
<b>Nate Tate</b> (913) 633-4609	Health & Life Insurance RPS Benefits By Design, Inc.			
<b>Lonnie Laub</b> (913) 669-5372	Roofer Rescue Roofers			
<b>Paul Holmes</b> (913) 671-9161	Home Inspector Varsity Home Inspections			
<b>Hugh O'Donnell</b> (913) 789-6920	IT Services & Development Agility		<b>** Featured Speaker **</b>	
<b>Matt Fratzel</b> (913) 825-6887	Plumbing Fratzel Plumbing			
<b>Eric Wymore</b> (913) 827-4609	Financial Advisor Metcalf Partners Wealth Management			
<b>Isaac Garrison</b> (913) 909-3235	Lawn care Lawn Hoppers			
<b>Julie Robertson</b> (913) 940-2810	Alarms Alert 360			
<b>Laura McKaig</b> (913) 940-3923	Physical Therapist Laura McKaig Physical Therapy LLC			
<b>Your Name Here</b>	Your Profession Your Company			

Visitor	Profession	Target Referral	Who Do I Know?