



# SALES PROMOTION ASSOCIATION, INC.

MEETING: JAN. 19, 2007

ATTENDANCE

BUSINESS TO

LEADS

THANKS

19

23

8

25

**ANNOUNCEMENTS:** President Paul Minch has set the first Friday of each month for the board to meet at 11:15AM before the luncheon.

Club Treasurer, Frank Semon, has a few more bills to be mailed out but has a healthy balance of \$2,323.14 in the account. He is transferring all records into a single computer to streamline accounting. After paying outstanding bills from the party last weekend he will still have \$7 to 800 left.

Nick Tsottles, head of our Speakers Committee, asks us to suggest speakers on any interesting subject for future meetings. Call him at 410-561-2998. This is his home office phone-leave a message.

**GUESTS:** Richard Intner brought his alternate, Janine Stevens, CPA to meet the club.

Ron Harman introduced John Freeze of Prime Business Leasing who arranges financing of leases on commercial equipment-everything from telephone systems to airplanes. Very nice looking prospective member! Thanks Ron!

**SPEAKER:** Richard Intner of Richard Intner & Associated, LLC, specializes in handling the accounting for closely held business and their owners. This comprises 70% of his firm's business. The rest consists of personal accounts. In order to give the best service possible to his clients he has educated himself and is now (1)

**qualified as a Certified Evaluation Annalists specializing in solvency and restructuring (2) as a Court Qualified Mediator who handles mediation between parties in financial disagreement preventing court cases and also as (3) a Certified Fraud Examiner who can go into the books of a business that is losing money mysteriously and find out who has his hands in the till. AND YOU THOUGHT ACCOUNTING WASN'T EXCITING!!**

**Rich has two ways a client can pay for his services first is by being billed hourly for each consultation and secondly by an annual fee that gives the client unlimited consultation through out the year. He says the clients really like the later as it for them is like having a fulltime CPA on their staff as close as the phone.**

**Rich defines the perfect lead for him as a business with lots of problems and DEEP POCKETS!**

**50/50 WINNER: Bill Miller won with number13!**

**Next Friday will be an open session.**