**Leads**

* **Dennis is tracking leads.**
* **Someone asked if a lead for a guest counts as a lead for the group.**
  + **The response was "not officially a liechair member."**

**Account Balance and Spending**

* **The account balance is $1,933.40.**
* **Most memberships are in.**
* **The group is not spending money effectively.**
  + **$600 was spent on a sponsorship, generating $450 in income.**
  + **The balance is only $150 less than before the sponsorship.**
* **The speaker encouraged members to suggest ideas for spending money that would benefit the group.**

**Sponsorships and Community Involvement**

* **The group used to sponsor a meet and greet and at least one Women's Business Council meeting.**
* **The Women's Business Council sponsorship costs $400 for the year.**
* **A member suggested that being visible and present is more powerful than just sponsoring.**
  + **They would rather pay to send members to events.**
* **The speaker wants to think about impactful activities in the community to build the program.**

**Upcoming Chamber Events**

* **June 12: After Five at Bailiwick Antiques in the Plains (5-7pm).**
  + **Includes a tour of the gallery, wine tasting by Slater Run Vineyards, and light bites.**
* **June 13: Coffee and Commerce at Frozen Yogi on Main Street (8-9am).**
  + **Frozen Yogi has a full espresso bar.**
* **June 17: Women's Business Council quarterly luncheon at Stonewall Golf Club (11:30am-1:30pm).**
  + **Topic: The Power of Writing.**
  + **Open to men and women.**
* **June 19: Ribbon cutting for Pool Blue in Warrenton.**
  + **They have a Culpepper location and were previously in Payne Pools.**

**Upcoming Events**

* **June 19th, 1pm to 3pm: Event at the shopping center where Joanne's used to be, next to Tropical Smoothie and the dog spa, near Food Lion.**
* **June 20th: Professional development book club, currently reading "Essentialism, the Discipline, the Pursuit of Less."**
  + **Opportunity to share experiences and insights, not necessary to be fully caught up on the book.**
  + **The book club provides a time for conversation and brainstorming.**

**Lori Parker's Presentation on Police Referred Mediation Program**

* **Laurie Parker, founder and former executive director of Piedmont Dispute Resolution Center (now Piedmont Peace Center), is heading up the program.**
* **Piedmont Dispute Resolution Center has been around since 1990.**
  + **First office space was offered for free by Bob Souders in the D.P. Wood Building Hardware Store.**
* **George Mason University was the first to offer a PhD in conflict management.**
* **The program is part of a statewide program called Resolution Virginia, which received congressional funding.**
  + **The Center for Peace and Violence Prevention is doing the data analysis.**
* **Current partnerships are with the Faultier Sheriff's Office and the Warrington Police Department.**
  + **Aiming to expand to Laurel Ridge and possibly Pulp Records.**
* **The program is designed to help law enforcement refer people in conflict.**
  + **It addresses everyday conflicts that could escalate to violence.**
  + **Many calls for service are related to neighbor, family, or neighborhood conflicts.**

**Services Offered by Piedmont Peace Center**

* **Mediation: Two or more people sit down face-to-face with a neutral third party to find underlying issues, interests, and needs to find common ground and move toward a resolution.**
* **Conciliation: Offered when parties can't be in the same room. Mediators are trained in conciliation, often conducted by phone or shuttle mediation in different rooms.**
* **Conflict Exploration: Coaching to give people more tools to address issues and find ways of living together.**
* **Restorative Justice: Addresses wrongdoing and crime by looking at the harm caused and its impact on everyone. It involves a circle meeting and a community representative. "Crime is a tear in the fabric of the community."**

**Listening**

* **Listening is a service where people need someone to listen to them, help them put their thoughts into words, and hear the solution within themselves. "What people really need is a good listening to talking to people."**

**Video Summary**

* **Mediation is as effective as going to court and can keep people on good terms because both sides work together to find a solution. Mediation is quick, confidential, and sometimes free.**

**Example of Mediation Success**

* **A case involving feuding neighbors was referred to mediation. The neighbors resolved their issues so well that they agreed to have a monthly barbecue with their families.**

**Goals and Benefits of Piedmont Peace Center**

* **Goals: To give law enforcement officers an effective conflict resolution resource and free them up for other issues.**
* **Benefits: Law enforcement and communities can benefit from a free, non-adversarial option for dispute resolution.**

**Police Referred Mediation Program**

* **Help spread the word about the program because people are unsure what mediation is.**
* **Contact the speaker to give presentations to churches, neighborhoods, and workplaces.**
* **Call if you feel it would benefit to have a third party neutral involved in a conflict.**

**Conflict Resolution Principles**

* **The speaker references the book "Getting to Yes" by two Harvard professors.**
* **Conflict resolution is really about negotiation.**
* **When negotiating, there are two things going on: the issue itself and the relationship with the other person.**
* **Five principles from the book:**
  + **Separate the people from the problem.**
  + **Focus on interests, not positions.**
  + **Generate options for mutual gain.**
  + **Assure a fair process.**
  + **Practice direct communication.**

**Peer Mediation in Schools**

* **In the mid-90s, Walker School started a program called Barless Band to help students avoid crossing disciplinary lines.**
* **The program trained young people to be mediators.**
* **Liberty High School also has a peer mediation program.**
* **Conflict management classes for young people are beneficial.**

**Funding and Services**

* **Services are offered at no charge.**
* **Funding comes from the U.S. Department of Justice.**
* **Senators Warner and Kaine helped secure the funding.**
* **The current funding is a two-year grant, and the director of Resolution Virginia is seeking additional funding.**

**Testimonial**

* **A property manager took a conflict management class and realized his communication style was escalating problems.**
* **He now uses what he learned in the class.**
* **The speaker offers to do a workshop for the realtor community.**

**Testimonial**

* **Speaker says BEMER works "100% of the time on 100% of the people. Whether you feel it or not, it's still working."**

**Erin Bannister**

* **Works at Countryside Title in Escrow.**
* **Good contacts are realtors, anyone buying a house, lenders, mortgage brokers, and anyone in the financial industry.**

**Dennis Donovan**

* **With Bowman Gaskins Financial Group.**
* **Helps individuals, couples, or organizations plan for retirement.**

**John Fraser**

* **With Brown and Bigelow helping you to promote your business.**
* **Has pens with rose gold accents, which is a popular trend.**
* **Brought a fidget pen to show, but says the ones from another company are better.**

**Scott Bricker**

* **With Orcada Media Group.**
* **Helps companies tell their story through marketing and design.**

**Jan Sutton**

* **With Sutton Insurance, helps with business, life, auto, and home insurance.**
* **Brought toys to put on the outside of windshields to keep debris out of cracks.**

**Laurie Bursack Fauquier Community Theater**

* **With your community theater.**
* **Kids camps are underway, Peter Pan starts today, next week starts next week, and the week after that is Broadway Junior.**
* **Adam's family is July 14th to the 27th, and the new season opens in September with Bright Star, written by Steve Martin.**
* **Other shows include White Christmas, Dirty Work at the Crossroads (Dudley Do Right), Calendar Girls, and Tales of the Artisan, written by a local person.**

**Becky Miller**

* **With Piedmont Pine Properties, a local residential sales and property management company.**
* **Attended a negotiation class and believes there are only two types of negotiation: win-win and win-lose.**
* **A great referral is someone who believes in win-win negotiation.**

**Paul Klinger**

* **With UVA Community Credit Union.**
* **Says Becky Miller is the "win win queen" in real estate.**

**Sima Button**

* **With Sema Visions, a concierge illustrator and gift creator.**
* **You tell her who, what, why, where, when, and your budget, and she does all the window shopping and comes back with a proposal.**

**Noah Portugal**

* **With NJP Accounting, virtual accountants specializing in bookkeeping and payroll services.**
* **Focuses on nonprofits, businesses, and personal accounts.**
* **Currently focused on bringing in nonprofits, specifically churches and fire departments.**

**Lisa Barkama**

* **With Piedmont Peace Center.**
* **Encourages everyone to take food to go, especially the nut bread.**