**Money**

* Money: $1933.40, unchanged from last week.
* Three checks received.
* Need a list of who has paid their dues.
* Jan paid twice and is paid up for next year.

**Upcoming Chamber Events**

* Friday, May 23, 8-9am: Coffee and Commerce at Dopio Bunny in the Plains.
* Tuesday, May 27, 11:30am-1pm: Business networking luncheon at Harry's at Airlie. Last one before summer break.
* May 31: Spatoni's Pizza 50th anniversary proclamation ceremony. Live music and activities.
* Tuesday, June 3, 11:30am-1:00pm: Greet and meet new member orientation.

**More Upcoming Chamber Events**

* Thursday, June 5, 5-7pm: Senior Helpers one year anniversary and ribbon cutting at 583 Frost Avenue, Warrenton.
* Friday, June 6, 8:30am-noon: "Unlocking Global Opportunity International Trade 101" at the barn at Laurel Ridge. Speakers from various organizations. Tickets are $20 and include breakfast.
* Thursday, June 12: After five at Bailiwick Antiques out in the Plains.

**Member Introductions**

* Dr. Tom Nikolai Fal, Chiropractic: Local family chiropractor.
* Stephanie Teague, BEMER: Medical device to improve blood flow.
* NOAA Portugal, NJP Accounting: Virtual accountants specializing in bookkeeping and payroll services. Workman comp audit season.
* John Fraser, Brown and Bigelow: Promotional items for businesses.

**John Fraser, Brown and Bigelow**

* Tariffs are impacting the cost of imported goods.
* Big suppliers loaded up product ahead of time.
* Increases expected in early June.
* Apparel suppliers had been shifting out of China to Vietnam.
* Biggest supplier is talking a 3.5% increase.
* Can still find things that fit your budget.
* Stephanie Hansen, Home Craft Services: Handyman company launched last November.

**Home Craft Services**

* Stephanie Hansen clarified that while carpentry is a focus, small jobs are also undertaken.
* Fridays are dedicated to carpentry discussions at lead share.

**Golden Rule Builders**

* Erin Bannister of Golden Rule Builders described how they make projects fun for clients, especially new homes or large additions, by having an official groundbreaking ceremony.
* They use gold spray-painted shovels and create a photo opportunity, including throwing dirt at the camera for a video.
* Bannister stated, "The kind of relationship we try to build with our clients and the kind of experience we try to give them. It can be a stressful, difficult call. Long road when you're doing a big. Project and you try and make it. Fun along the way."

**Countryside Title and Escrow**

* Erin Bannister has submitted an application to teach continuing education for real estate agents, focusing on title-based topics.
* He hopes this will be an organic way to meet new agents.

**Orchida Media Group**

* Scott Bricker of Arcata Media Group helps clients with marketing, branding, and design.
* Their main focus is helping clients tell their story and align their marketing materials with their vision for the new year.

**Constant Water**

* Judd Walls of Constant Water discussed the impact of budget cuts on FEMA and weather service forecasting, emphasizing the need for individual preparation.
* Constant Water offers battery-powered whole-house emergency water systems for homes and small businesses on wells or at-risk public water systems.
* Walls stated that great leads are "people that are interested in having ensuring water security for their own family."

**Bowman Gaskins Financial Group**

* Dennis Donovan of Bowman Gaskins Financial Group works with distressed individuals seeking guidance on investment plans for retirement and other objectives.
* They are seeing increased traffic from both current and new clients seeking financial advice.
* Bowman Gaskins has been in business for 25 years, working with investors of all levels.

**Piedmont Pine Properties**

* Becky Miller of Piedmont Pine Properties shared a story about a client who was pressured into signing a new home contract with a builder offering $36,000 towards closing costs.
* Miller discovered that over $30,000 of the credit was in inflated lender fees and points.
* She advises bringing in an outside agent for new construction to ensure the best possible outcome and avoid being taken advantage of.
* Miller shared an inside tip that builders often prefer to increase incentives rather than reduce prices to avoid upsetting previous buyers.
* In 2008, the housing crisis affected places like Dominion Valley and Piedmont.
* Sima Button with Sema Visions is a concierge illustrator and gift consultant.
* Sima asks clients "who, what, why, where and when, your budget" to create personalized gifts.
* Sima gives an example of a gift basket for a teenager who plays a specific video game.

**Customization and Delivery**

* Customizing gifts based on client information, such as dietary restrictions (e.g., gluten-free), can make them more appropriate.
* While Sima can deliver gifts, hand-delivering them yourself has the most impact.

**Five Love Languages**

* The goal is to identify and cater to a person's primary and/or secondary love language.
* "They don't care how much you know until they know how much you care." - Mary Kate Ash
* The five love languages are: words of affirmation, quality time, receiving gifts, acts of service, and physical touch.

**Words of Affirmation**

* Words of affirmation include thank you cards and compliments.
* Giving compliments and affirming someone can be very impactful because adults don't receive it often.
* Hierarchy of effectiveness: in-person, handwritten note, voice on the phone, text, and typewriting.

**Quality Time**

* Quality time involves building relationships through interactions like coffee, conversations, and attentive listening.
* Switching banks due to feeling like "a number" highlights the importance of personalized attention.
* Quality time can involve researching answers to their concerns and providing feedback.

**Receiving Gifts**

* Thoughtful gifts are more impactful.
* Personalizing gift cards by including them in a basket with the recipient's favorite color and candy.

**Acts of Service**

* Acts of service include good customer service and thoughtful gift-giving.
* Going the extra mile to do something special for someone is an act of service.

**Physical Touch**

* Physical touch can be tricky in the business world but can be as simple as a touch on the shoulder or a warmer handshake.
* Always ask before hugging someone.

**Love Languages in Business**

* When building business friendships, you can try to hit all five love languages or observe individuals to discern their preferred language.
* People who frequently initiate hugs likely value physical touch.
* Gift-giving can extend to acts of service, such as a gift certificate for house cleaning or a massage.

**Art Examples and Rebranding**

* The speaker is in the process of rebranding their logo and showed examples of their art, including a character created recently.
* The speaker creates art for thank you cards and illustrations for their son's book.
* The speaker is a trained artist with a master's in illustration, working primarily in black and white collage but also in other media.
* The speaker creates stickers and greeting cards with their art and has a goals and intentions calendar featuring their gnomes.

**Son's Book and Feedback**

* The speaker's son wrote a book at age nine, which the speaker illustrated, laid out, and self-published.
* The speaker sold a copy of the book recently and gave the son a portion of the proceeds.

**Artistic Abilities and Pricing Art**

* The speaker was teaching a journaling workshop and mentioned that the hardest thing about art is pricing it.
* The speaker mentions that they are fast with collages because they have been doing it for a long time.