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# BLOC

business leaders of charlotte

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## BLOC CHARITY GOLF EVENT TO BENEFIT LOCAL CHARITY TAYLOR'S TALE

Now is the time to get involved! With your participation and sponsorship, you can have an immediate and profound impact on this much-deserving local charity.

BLOC will be hosting its 7th Annual Charity Golf Tournament at The Golf Club at Ballantyne (Ballantyne Hotel) on Monday, June 13th. This event is one of BLOC's most successful and enjoyable events and with the new location, we are stepping it up to make our tournament an even bigger experience for all of our BLOC members and their guests.

The tournament will be a Captain's Choice format. Prizes will be awarded to the top 3 finishers and there will be many other contests and raffle winners. Food and drinks will be provided, and entertainment is never a challenge with our group!

BLOC has teamed up with a wonderful and worthwhile local charity, Taylor's Tale, and this organization will benefit from our tourney. Taylor's Tale was inspired by Taylor King, a courageous young girl diagnosed with Batten's Disease in 2006. Batten's Disease is a terminal, neurological disorder affecting infants, toddlers, and school-aged children. Symptoms include vision loss, seizures, physical and mental deterioration, and ultimately death. Taylor's Tale is currently trying to raise \$90,000 in



order to proceed to the next phase of new ground-breaking research and treatment for this devastating disease. With the help of BLOC and the local community, Taylor's Tale hopes to reach that goal in order to save children for years to come.

We are offering many different levels of tax-deductible sponsorships and ways to volunteer and participate in the event. For more information on sponsorships or the event, in general, contact Michael DiFabion at 704.309.2375 / michael@difabionremodeling.com.



## MESSAGE FROM THE PRESIDENT

BY H. SCOTT DONAGHY

I faced some challenges in my business at the start of the 2011. These challenges led me to question many things about myself and I can honestly say that my confidence was as low as it has been in 10 years of business. Fortunately, my reaction to these challenges was to build through my strongest relationships. I immediately reached out to a roster of folks. Many, if not all, of the people that I asked for help are fellow BLOC members. So many people came to my aid that their names would fill this article. People came to my office, met with me, connected me with those they know. . . In each case I was overwhelmed and extremely appreciative of the support offered to me.

As you have read in the past, I am a proponent of relationship selling. The beauty of BLOC is it provides several platforms that will allow you to start or maintain some degree of a relationship. The thinking is that at some point a person will ask “what do you do in business?” or, if he or she is aware of what you do then say at some point in that relationship, “so and so needs to know you.”

There is no better referral than one that allows you to call and say, “(Insert name here) asked me to call you.”

I also believe that asking for a meeting or appointment is a vital step in the sales and marketing process. We make the choice to ask for a meeting in the same way we make the choice to ask for the sale. Not with expectations or a feeling of entitlement, with curiosity about how we can be of help to someone else.

My BLOC relationships have once again helped me navigate this exciting world of business ownership. Yes, I work hard to be a participating member and assure that my BLOC colleagues are a priority. It is reassuring to have the support of my BLOC colleagues and friends when I need it most. Thank you!



H. Scott Donaghy,  
BLOC president

## MANAGING SMALL BUSINESS FINANCES

BY MYRA McNEELY

One of the biggest challenges when managing a small business is dealing with the finances of the business. There are many types of software that can help with your bookkeeping. I recommend QuickBooks (QB) to my clients, here's why:

If properly maintained, QB can help you keep your small business finances running efficiently. Here are just a few benefits of using QB software. Perhaps these will just be reminders of its functionality to those of you already using QB:

**Benefit #1:** Manage expenses easily. In QB you can keep track of the checks you write and all of your credit card transactions so you always know where your money is going. With easy entry, you will be able to make sure that you never miss an expense while using this software.

**Benefit #2:** QB has a wide variety of reports that will help you to see how your business is doing. You can print graphs and charts that show how much money you are bringing in versus how much you are spending each month. You can even look at a report of past years and see how your business has fluctuated over time.

**Benefit #3:** For businesses that have a need to create estimates, purchase orders and invoices, QB has these features built into the software. Having these all in one place can make billing easier on you and can help you track cost information for future project estimates. The program allows you to quickly draw up these forms

for your customers and then to later convert that to an invoice when the proposal is approved.

**Benefit #4:** Tax time is not nearly as stressful with QB. You will already have your expenditures and your income nicely laid out within the program. If you are using a CPA, they will be thrilled that you are using this software because it will make their job much easier and more accurate.

**Benefit #5:** One of the most significant benefits of QB for a small business is that it is very affordable. For QB Pro, which is what most businesses will use, is about \$250 and no charge for regular updates. Also, be on the lookout for sales on QB software earlier in the year.

QB is an excellent bookkeeping program to use in your small business. As you can see, there are many different benefits of using this software. Why not make dealing with your finances a bit easier on you, your bookkeeper and your CPA?

*Myra McNeely is the owner of Bookkeeping On-Demand. You can reach her at 704.363.4699 or myra@bookkeepingon-demand.com.*

## GET<sup>2</sup>KNOW BLOC MEMBER: AMANDA J. SCHÜSS

*BLOC Ballantyne Member  
since 2010*

*Favorite Quote:* "Aspire to inspire  
before you expire"

*Reading:* *How to Simplify Your Life*

*Always Wanted To Be:* A pilot

*Family:* Dutch (14) and Connor  
(4) - Both are 4-legged

*Education/Background:* UCF,  
though I am a huge UGA fan!

*Personal Mantra:* Wake up, do good, be good

*Favorite Restaurant:* D'Vine Wine / 131 Main -  
Blakeney

*Hobbies:* Traveling, working in my garden and  
brewing beer

*Favorite BLOC Moment:* Christmas wrapping  
extravaganza. I've never seen so much 'spirit of giving'...  
especially the kids!



Amanda J. Schüss

## ADD THESE DATES TO YOUR CALENDAR!

BLOC-SouthPark	2nd Tuesday of each month
BLOC-Ballantyne	2nd Wednesday of each month
BLOC-Uptown	2nd Thursday of each month
BLOC-Matthews	2nd Thursday of each month
BLOC-North	2nd Friday of each month

Apr 19 Tuesday Topics Event  
Apr 27 After Hours Event

May 18 Tuesday Topics Event  
May 25 After Hours

Jun 13\* BLOC Charity Golf Tournament  
Jun 15 Tuesday Topics Event  
Jun 29 After Hours Event

Jul 27 After Hours Event

Aug TBD BLOC Social - White Water Rafting  
Aug 31 After Hours Event

### LATER IN THE YEAR...

Oct 1 BLOctoberfest V

Dec 3 BLOC-n-Bowl Charity Event

*\*Updated date since last newsletter*

## ASK THE EXPERT - Q&A: SCOTT DONAGHY, PRESIDENT BEST INTEGRATION TECHNOLOGIES, INC.

### *Question:*

What is the best piece of advice you can share with a  
business owner using an IT provider?

### *Answer:*

Partner with your IT people. Take ownership. Ask  
questions. Communicate. The job of your IT people is  
to provide you information so that you can make smart  
decisions. However, just because an engineer knows a server  
inside and out does not mean that he knows your goals for  
next year and going forward.

- Request quarterly meetings so that you stay in the loop.
- Read service tickets.
- Know what you are paying for.
- Trust your team and remember, you should always be a  
part of the IT Department.

Want a Free Network Analysis? Contact Scott Donaghy  
to schedule a session with one of our certified engineers.  
704.540.6965, x210.

## BLOC BOARD & BLOC CHAPTER LEADERSHIP

<i>President:</i>	<i>Scott Donaghy</i>
<i>VP:</i>	<i>Michael Barnes</i>
<i>Co-Dir BLOC-B:</i>	<i>Stacie Pinnavaia</i>
<i>Co-Dir BLOC-B:</i>	<i>Jon Massachi</i>
<i>Co-Dir BLOC-M:</i>	<i>Pam Decker</i>
<i>Co-Dir BLOC-M:</i>	<i>Myra McNeely</i>
<i>Co-Dir BLOC-N:</i>	<i>Liana Matheney</i>
<i>Co-Dir BLOC-N:</i>	<i>Eric Beyer</i>
<i>Director BLOC-U:</i>	<i>Ryan Donaghy</i>
<i>Asst Dir BLOC-U:</i>	<i>Justin Lowenberger</i>
<i>Director BLOC-S:</i>	<i>Michael Waite</i>
<i>Asst Dir BLOC-S:</i>	<i>Julie Taché</i>
<i>Golf Tournament Director:</i>	<i>Michael DiFabion</i>
<i>Treasurer:</i>	<i>Myra McNeely</i>



# BLOC

business leaders of charlotte

## MEMBER AWARDS & RECOGNITION AROUND THE BLOC, DECEMBER 2010 - MARCH 2011

Ryan Donaghy and Becky Thompson, are both proud to share that HF Financial, a General Agency of Massachusetts Mutual Life Insurance Company (MassMutual), has been honored with a ranking of No. 2 on the list of Best Places to Work in Charlotte in the medium-sized business category. The award is part of the Charlotte Business Journal's annual celebration of Charlotte-region employers that have found the best ways to keep employees happy and engaged. Results were based on employee surveys conducted by Quantum Market Research.

Troy Sacco and Corey Suker of PayChoice have a new address, 10820 Independence Pointe Pkwy, Suite E Matthews, NC 28105.

Michael DiFabion of DiFabion Remodeling recently received its 33rd CotY award at this year's Contractor of the Year awards gala. Each year, the National Association of the Remodeling Industry (NARI) recognizes excellence in remodeling. DiFabion Remodeling took home the CotY for outstanding achievement in the category of "Best Residential Bathroom over \$60,000." This is the 10th consecutive year that DiFabion Remodeling has won a Contractor of the Year award.

Dr. Glenn Jaffe of Jaffe Chiropractic Clinic is pleased to announce that Stefanie Richards, a Chiropractic Assistant in the practice, has finished a 50 hour X-ray Certification class and passed the State Board exam. She is now a Certified Chiropractic X-ray Technician and can take x-rays in the state of NC.

Brian Boswell, CPA PLLC has opened his new office in Dilworth and is accepting new clients. His firm advises business owners and business professionals about taxes and other financial matters. Brian already works with many BLOC members and their friends and sincerely appreciates new referrals.

Nicole Sodoma of Sodoma Law, P.C. was selected as one of Business North Carolina's Legal Elite. Winners are chosen by the state's lawyers. Business North Carolina's Legal Elite has become the model for other awards and lists, but it remains unique as the only award that gives every active lawyer in the state the opportunity to participate. Business North Carolina's Legal Elite includes the top lawyers chosen using this statewide ballot.

Bryan Katzenmaier of Charlotte Glass Contractors, recently relocated to their new building in the Crown Point Corporate Center at 8520 Crown Crescent Ct. The new building will provide additional in-house fabrication capabilities and allow for future growth of the organization. The team at Charlotte Glass would like to recognize fellow BLOC members: Best-In-Tech and Carolina Office Solutions, for their services and support throughout the relocation process.

Kyle Donaghy and his wife Stephanie welcomed their second child, Shane Fischer Donaghy, on January 4, 2011. She weighed in at 7lbs 4 oz.

Leon Nicks with I Clean Janitorial, has been working with the Men's & Women's Shelter helping to organize clothing drives for over seven years. This is one way that Leon gives back to the Charlotte community.

Rick Spruill is proud to announce that Allied Building Products in Charlotte is now a member of The Associated Builders and Contractors of The Carolinas. This national trade association represents 25,000 construction related firms throughout the US. Rick would like to thank fellow BLOC member Bryan Katzenmaier for introducing him to this association.

Dr. Bradford Picot of SouthEnd Dentistry ([www.southendsmiles.com](http://www.southendsmiles.com)) would like to encourage everyone to buy raffle tickets on behalf of the Uptown Charlotte Rotary Club as they raise money for Polio research and awareness. Raffle takes place through April - tickets are \$20 each / \$50 for 3 and \$ 100 for 7. Grand prizes include a new car, a Harley and a mountain bike among the 52 Rotary Clubs throughout Charlotte.

Michael DiFabion, of DiFabion Remodeling Inc., has recently been appointed to the Executive Board of the Greater Charlotte chapter of NARI (National Association of the Remodeling Industry) for 2011. Michael will also represent NARI as the new Education Committee Chair.

Michael Barnes, owner of Carolina Connections, Inc., would like to announce the newest member of his "team" – Cooper Ashley Barnes. Master Cooper was born to Michael and his wife, Chelsea, on January 31, 2011 at 2:53 PM at Gaston Memorial Hospital and weighed 7lbs 11oz.

*Continued...*



### REMINDER:

*Our 7th Annual BLOC Charity Golf Tournament is Monday June 13th, 2011*

*At The Golf Club at Ballantyne, 10000 Ballantyne Commons Pkwy, Charlotte 28277*

*Registration begins @ 10am, Shotgun start @ noon.*

Continued... **MEMBER AWARDS & RECOGNITION AROUND THE BLOC, DECEMBER 2010 - MARCH 2011**

Nicole Sodoma, of Sodoma Law, P.C., has been named a Rising Star by North Carolina Super Lawyers. Super Lawyers magazine names attorneys who receive the highest points totals as chosen by their peers and through independent research. Ms. Sodoma was named one of the state's top up-and-coming attorneys. She was listed in the 2011 North Carolina Super Lawyers Magazine as well as the February 2011 issue of Charlotte Magazine.

Dr. Glenn Jaffe has become certified in the Webster Technique. Featured on TLC's series "A Baby Story" and in other publications, this highly successful technique is used in order to reduce the interference to the nervous system and facilitates proper neurobiomechanical function, thereby providing for a better environment for the laboring mom and baby.

Julie Taché, of Homes With Cachet, and Brian Novak, of The Novak Group, would like to announce the birth of their daughter Gemma Bing Novak. Born on Wednesday, March 16 at 9:00 AM and weighing 6lbs 4oz.

Benjamin Helbein, of The Benjamin Helbein Agency has been awarded a Premiere Service Agency award by Allstate insurance co for the the 2nd year in a row. Premiere Service agencies perform at higher levels of service than other Allstate agencies. Less than 25% of over 12,000 Allstate agencies across the country earn this distinct honor.

Anna Smith, with Hibiscus Graphix, Inc, and Eddie Brown, with Duncan Parnell, have decided to partner and offer Hibiscus Graphix Design with Duncan Parnell's Spot On Graphix, full color printing Division. Together they each bring their knowledge and experience to the table to deliver the best full color graphix in Charlotte. If you need signs, banners, brochures, business cards, trust that it is in good hands with this new team.

March was Volunteer month and Amanda Schüss with Ballantyne Business Center volunteered with her team at the 2nd Harvest Food Bank. "Our BBC team is delighted to share a little about our experience volunteering at the Second Harvest Food Bank of Metrolina on March 5, 2011. For those of you unfamiliar with Second Harvest, they are an organization serving 14 counties in North Carolina and 5 counties in South Carolina. They provide warehouse space and branches that collect and supply grocery items and food to charitable organizations that assist those in need. They also work with other agencies to provide training, consultation, technical assistance and education about hunger. During our orientation and instruction we were told that in addition to the donations collected from folks like us, Wal-Mart contributes 4 to 5 truck loads per week, donating all kinds of different items that people need for everyday use. Our job that day was to sort through hundreds of boxes and separate items and get them ready to go out the door and into the hands of the people that need it right here in our backyard. We had a fantastic team that we worked with, got a lot accomplished and had fun while doing it! We will definitely be going back to volunteer again."

BLOC would like to extend a gracious 'Thank You' to Liz Kunz for her many years of volunteerism and committmnt to BLOC. Liz has been an invaluable part of our leadership team! Her VP torch has been passed to Michael Barnes, who will carry this role moving forward.

Other changes in BLOC leadership to report:  
- New chapter BLOC-Matthews has launched under the leadership of co-directors Pam Decker and Myra McNeely.

- BLOC-Ballantyne is being lead by co-directors Jon Massachi and Stacie Pinnavaia.

- BLOC-North is now being led by co-directors Liana Matheney and Eric Beyer.

Please submit your high-resolution photos, business-related articles and news releases for publication in the quarterly BLOC Newsletter to Heathbir McElroy Speet at [hmspeet@dezinz.com](mailto:hmspeet@dezinz.com).

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