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BLOC
business leaders of charlotte

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7TH ANNUAL BLOC CHARITY GOLF TOURNAMENT WRAP UP



I am pleased to announce that the 7th Annual BLOC Charity Golf Tournament was a success! Thank you to all who participated, including players, sponsors, and volunteers. With all of your tremendous efforts we raised approximately \$14,000 for Taylor's Tale, our local beneficiary. The day was an enjoyable one that included racing karts, music, beautiful weather, not so beautiful golf, and an overall great time! For those who could not attend, here is a quick recap of the event:

- The Golf Club at Ballantyne Resort hosted our event on Monday, June 13th
- Approximately 30 volunteers helped with setup, running the tournament, and cleanup
- 33 teams participated in the tournament, our biggest field ever!

- Over 30 sponsors contributed to the event, all of which are now recognized on the BLOC website

- We gave away thousands of dollars worth of raffle prizes and awards, graciously donated by sponsors and local community businesses

- City Tavern catered our awards banquet

- Representatives from Taylor's Tale were in attendance and spoke on behalf of their wonderful charity

Our mission statement says that BLOC is an alliance of professionals that provides opportunities to build business, grow friendships, and strengthen our community. I can't think of a more appropriate event that exemplifies the true essence of BLOC. From the many generous sponsors who helped build their businesses by donating valuable resources to the event, to the invaluable friendships that were formed during the entire planning process, to the overall commitment by everyone in our community to support Taylor's Tale, this is what BLOC is truly about. I would like to give special thanks to the golf committee, Laura, Erin, Denise, Ben, and Leon, as well as the many volunteers and sponsors. This was a collaborative effort that resulted in a memorable day, but more importantly, a successful fundraiser. Hopefully we have provided Taylor's Tale with the necessary means to promote awareness, further research, and ultimately find a cure for Batten's disease.

MESSAGE FROM THE PRESIDENT

BY H. SCOTT DONAGHY

They say you can only know the true value of something when it is lost. I recently came to understand this at a humanistic level as a family member recently became ill. While nothing is certain it would appear that a potentially life-threatening situation has been avoided. But, for several days things were tenuous and the idea of losing someone so close to me became very real. To be honest, the notion of how things potentially could change was devastating to me.

I share the above situation as I was exposed to the true value of a human relationship and the impact it has on me. While we may not speak to family members on a frequent basis we know that they are always there for us. Too often we take for granted those that are closest to us. I would encourage you to consider the relationships in your life and consider their true value to you. After doing so, send those persons a note and express your appreciation.

They'll keep that note and you'll keep the awareness of how important those are that created the foundation of who we are.



H. Scott Donaghy,
BLOC President

The BLOC Board of Directors has chosen to move the Annual Dinner from June to December. Our calendar year has been switched from July - June to January - December. The Annual Dinner is BLOC's opportunity to celebrate the past years accomplishments and specifically several individuals. Each chapter will have a 'Member of the Year'. The membership as a whole will get the chance to choose the winner of the BLOC Spirit Award. Please start paying attention to the folks around you that are working hard to make your group successful. When December comes you will have the chance to show your appreciation in your vote.

"The Six Biggest Mistakes in Selling a Small Business" BY JIM HANLEY

Sellers don't get much experience selling their businesses. In most cases, they only sell a business once in their life, so sellers often make mistakes that they wouldn't make a second time. Here are some of the most common ones you can avoid.

Not prepared to sell

Many owners focus on making the decision to sell without thinking about getting the company affairs in order and collecting everything buyers will want to see. They end up scrambling to get inventory and asset lists, tax returns, receivable information. They try to put legal, accounting, lease and other problems in order while in discussion with buyers. Make your preparation plan when you decide to sell.

Not knowing the right selling price

One of the most expensive mistakes comes from not knowing the reasonable value of your business. Set the price too low and you leave money on the table. Set it too high and you might reject the best offer you will get, or worse yet, you may not get offers from serious buyers who won't waste their time if they think you are unrealistic. Get help from a valuation company or business broker.

Not understanding the whole deal

An offer and negotiated agreement to sell includes a lot more than price. Even though the terms, conditions and down payment are typically more important than the actual price, many sellers reject offers based on the initial price. Be prepared to analyze offers carefully and counter with a package that meets your needs.

Wearing rose colored glasses

Owners are proud of what they built and see high intrinsic value in their creation. Buyers typically don't put much stock in intrinsic value. They are buying a cash flow that can pay the debt they will incur and make a good return on their investment. You need to be realistic or you might reject good offers or drive away potential buyers. Get some independent and honest advice.

Drown in potential buyers

Very few "buyers" have any real potential to buy your business. Over 80% never buy any business. Very few who inquire will be financially capable and only a few will have skills or interests appropriate to run your business. Sellers have to wade through the sea of inquiries while maintaining confidentiality. Prepare a strong process for advertising and allow enough work time for confidential reviews of buyers or hire a professional.

Waiting for the wrong time to sell

Many sellers don't think about selling during good times when they can get a great price. Instead, they start thinking about selling when they are completely burned out, sick or when business is terrible. Then, they have to settle with what the reduced price market will bear or a sale under duress. Make your exit strategy early and choose to sell when it is best

BLOC BOARD & BLOC CHAPTER LEADERSHIP

President: Scott Donaghy

VP: Michael Barnes

Co-Dir BLOC-B: Stacie Pinnavaia

Co-Dir BLOC-B: Jon Massachi

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Co-Dir BLOC-S: Eddie Brown

Co-Dir BLOC-S: Julie Taché

Treasurer: Myra McNeely



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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

Jun 21 Tuesday Topics Event

Jun 29 After Hours Event

Jul 22 Lake Party

Jul 27 After Hours Event

Aug TBD BLOC Social - White Water Rafting

Aug 31 After Hours Event

Sept 20 Tuesday Topics Event

Sept 28 After Hours Event

LATER IN THE YEAR...

Oct 1 BLOCtoberfest V

Dec 3 BLOC-n-Bowl Charity Event

ASK THE EXPERT - Q&A:

**LIANA MATHENEY, NC AND SC
BROKER/REALTOR HELEN ADAMS REALTY**

Question:

Why is it important to have Realtor representation when buying or selling a home?

Answer:

Today's real estate market has become increasingly complicated. There are significantly more REO's (bank owned real estate) and short sale homes in today's inventory. These types of sales, both on the buying side and selling side require someone who is familiar with the ins and outs of the processes that the financial institutions require. Plus, there is a much higher level of negotiations needed throughout the sale. Furthermore, working with a real estate professional who is 100% loyal and completely committed to you gives you an ally who will advocate your best interests.

Tips on how to prepare your house on a minutes notice:

- Make sure that the front door presents well. Sweep steps, if needed.
- Pick up any out-of-place objects and store them away quickly
- Open window treatments and turn on lights
- Put any dirty dishes into dishwasher
- Make the beds.
- Put any dirty laundry into the washing machine
- Run a quick vacuum to give carpets and floors a fresh look
- Wipe down counters and tabletops
- Warm some vanilla on the stove to give the house a welcoming scent.

Want a free market analysis or home buyer consultation? Contact Liana Matheney of Helen Adams Realty to schedule an appointment. 980.297.4138

GET 2KNOW BLOC

MEMBER:

Mike Waite



BLOC Member since: I have been an official member since 2003.

Nickname: My nickname in my college days was "The Shark", because I never slept and was relentless in my pursuits. I still don't sleep.

Always Wanted To Be: A football coach.

Education/Background: First two years at Appalachian State, and finished at UNCC. B.S. in Economics - 1985.

Hobbies: I love outdoor activities - camping, hiking, rock-climbing. I also am a prolific writer (and published author).

Favorite TV Show: I either like the rough/realistic dramas like The Shield or the light/smart comedies like The Office.

Big News: I have recently been named to the Board of Directors for The Charlotte-Mecklenburg Black Chamber of Commerce.

Favorite Quote: "The will to prepare to win is infinitely more important than the will to win" - Coach Bob Knight

Favorite BLOC Moments: Winning BLOC Member of the Year at our first "Annual Dinner" in 2007, and winning the first BLOC Spirit Award as voted by our members in 2009.

MEMBER AWARDS & RECOGNITION AROUND THE BLOC MAY 2011 - JUNE 2011

Courtney Colosi will no longer server as the Director of BLOC's Community Involvement Committee. Courtney has accepted a new position with a new company that will not allow her the time necessary to finish out her term though the end of 2011.

Everyone at BLOC wishes Courtney the best in her new position. She has been a terrific member of BLOC for the past several years. She led the CIC for 2010 and each event was a success. Courtney was the winner of the 'Volunteer of the Year' at the BLOC Year-end Awards last year. She was also voted by her peers as the winner of the BLOC Spirit Award. Her imprint on BLOC will be forever felt as she helped to further establish us as the premier business relationship group in Charlotte.

BLOC-Ballantyne member **Michael Barnes**, Co-owner and VP of Operations at **Carolina Connections, Inc.**, would like to announce the new EzyApp™ background screening system. This new system will provide your volunteers or applicants with a safe and secure way to enter their personal information into your EzyCheck™ account on-line for your background check. This eliminates the time-consuming data entry process and allows you to be able to manage your applicants as well as the rest of your work duties. We even have a function that will allow you to e-mail the proper credentials and instruction to your applicant or volunteer. Please contact Michael Barnes for further information.

BLOC-Uptown member **Rick Spruill** with **Interior Distributors / Allied Interiors** is excited to announce the opening of a new branch location in Summerville, SC (Charleston). The new location will be an extension of the Charlotte branch. All sales and management will be based in Charlotte. We see this as a great opportunity to expand on the current and future growth of the Charleston market. We plan on having the operation fully up and running by June 1st.

BLOC-North member **Dr. Glenn Jaffe** of **Jaffe Chiropractic Clinic** would like to announce the birth of Teagan Alexis to his wife, Tami and him. Teagan was born on March 4th at 10:57 AM, weighing 7 pounds, 3 ounces, and measuring 19 1/2 inches long, at Carolina Community Maternity Center in Ft. Mill, SC. Tami,

without the use of any drugs, did an amazing job and both she and Teagan are doing great. Thanks to the BLOC family for their love and support!

BLOC-Uptown member **Allen Clark**, with the **Charlotte Business Journal**, has been elected as President of the Rotary Club of Charlotte-Evening Chapter. The Chapter is chartering this summer and meets 6-7pm Mondays at Chima Brazilian Steakhouse Uptown. Rotary is an organization of business and professional leaders united worldwide who provide humanitarian service, encourage high ethical standards in all vocations, and help build goodwill and peace in the world.

MEMBER AWARDS & RECOGNITION AROUND THE BLOC MAY 2011 - JUNE 2011 (continued)

BLOC-Uptown member **Rick Spruill** with **Allied Building Products** (Interior Distributors) is excited to announce the addition of residential roofing to our product offerings. Historically we have only supplied interior building products in the Carolinas. This new category will include roofing shingles and all of the accessories needed to do residential roofs. Although the line is new to us here in Charlotte, Allied is one of the largest roofing distributors in the country.

BLOC-Matthews co-director **Pam Decker** with **SunTrust Bank** would like to announce that SunTrust received the highest numerical score in the proprietary J.D. Power and Associates 2010 Small Business Banking Satisfaction Study. The study was based on 6,652 total responses,

measuring 24 financial institutions and measures opinions of small business customers with annual revenues from \$100,000 to \$10 million. Proprietary study results are based on experiences and perceptions of customers surveyed in July-August 2010. Your experiences may vary.

BLOC-Uptown member **Michael DiFabion** and DiFabion Remodeling Inc. have recently been honored by REMODELING magazine, the nation's leading publication in the home improvement industry, to join the REMODELING Big50. The Big50 awards were presented at a gala dinner at the Remodeling Leadership Conference in Arlington, VA on May 13, 2011. Each year since 1986, the REMODELING Big50 inducts 50 owners of remodeling companies that have set

exceptionally high standards for professionalism and integrity through exemplary business practices, craftsmanship, and impact in their community or the industry at large. Big50 remodelers run successful, often growing, companies of various sizes that have taken the lead in raising industry standards.

The Big50 has become firmly established as the remodeling industry's "Hall of Fame", where DiFabion Remodeling has been specifically recognized in the area of "Teamwork" that displays a company's ability to work together effectively to achieve more than the sum of their individual work.

BLOctoberfest V is set for Saturday October the 1st. This is our fifth installment of BLOctoberfest and surely will be out best. We have identified bands, beneficiary charities and location (EpiCentre). For more information please go to www.bloctoberfest.com or www.businessleadersofcharlotte.com or shoot a note to info@businessleadersofcharlotte.com