

Open Networking – Members enjoyed drinks and food from Daily Brew Co. while conversing prior to the official meeting.

President's Welcome – Maja Grinsted Hillegass

Members' 60-Second Introduction & Referral Requests

Mark McCraw | Abacus Answers LLC | CPA (Certified Public Accountant) offering small business accounting and tax preparations
| [Referral Request: Presenting today.](#)

Thalia La Force (Courtney Havel) | Bethel Home & Services | Senior living community providing a continuum of care to meet changing needs | [Referral Request: Burgers in the park this Thursday from 5-7. 132 meals served in the first week! This week Bethel invites everyone to come out and enjoy a meal as they co-host with Westby EMS.](#)

Scott Kring | Birch Point Distillery | In the process of building their distillery in Westby's business park; Will distill spirits made from sheep's milk | [Referral Request: Do you have a service come and clean your commercial building? Scott and his wife, Stacy are looking for a reliable POS system for their new building. Westby is hosting state baseball if you are interested in sponsoring please contact Scott.](#)

Rod Engh | Cade Financial Services | Retirement income planning, 401(k), IRAs, education savings plans | [Referral Request: Don't try to time the market. Time in the market matters the most. As business owners and professionals, it's tempting to react to the market's ups and downs- especially when headlines say, " the market's too high, or a correction is coming."](#)

-But here's the reality:

- [Missing just the 10 best days in the market over 20 years can cut your returns in half](#)
- [And those best days? They often come right after the worst ones.](#)

[Staying Invested and disciplined beats jumping in and out. Instead of chasing perfect timing.](#)

- [Stick with a long term strategy, ignore the news headlines](#)
- [stay diversified](#)
- [Let your plan work while you focus on growing your business.](#)

Jude Steers | Coon Bali Yoga | Yoga classes offered 11-noon on Saturdays in Coulee Roots Movement in Viroqua | [Referral Request: ABSENT](#)

Jan Hesson | Daily Brew Co. | Coffee shop offering coffee, Lotus drinks, teas, baked goods, breakfast/lunch/dinner options | [Referral Request: Working on a coffee protein drink, please let Jan know of any flavor requests. This month's Brew Burger Night recipient is Westby's PAES Lab.](#)

Sara Rudie | Eagle Title Co. | Provides title insurance and property searches for lenders, realtors, lawyers; offers traveling closing and notary services in La Crosse, Monroe & Vernon Counties | [Referral Request: Wil be gone all next week, Laurie will be in office all week to help you with any questions or services.](#)

Annette Easterday (Mary Daines) | Embroidery & More | Screen printing, embroidery, promotional products, patches, heat press | [Referral Request:The Sale for June is still going on, buy 25 patches and get one free. They also have leather patches available too. <https://www.embroideryandmorewestby.com/>](#)

Ryan Lium | Fleming Insurance Agency | WI & MN home, farm, auto, rental properties, individual and group health insurance, vacation homes, small businesses, workers compensation, fun toys | [Referral Request: ABSENT](#)

Jason Stuemppes | Jason Ray Photography | Landscape photographer, offering prints for your home or office via website and craft fairs | [Referral Request: ABSENT](#)

Steve (Cowboy) Pauloski | Leer Wood Products | Timber buyer of standing timber, cut logs; Assists with MFL program | [Referral Request: Anyone with a pasture that needs to be looked at call Cowboy and he will come check it out.](#)

Autumn Brandau | NextHome Prime Real Estate | Residential, commercial, vacant land sales and area property manager | [Referral Request: Any new home buyers or looking to sell your house. Autumn is happy to help talk you through the process and make the transition easier.](#)

Maja Grinsted Hillegass | PowerMedic | Makes and sells laser therapy equipment to accelerate natural healing | [Referral Request: Maja is looking for anyone who works with Athletes.](#)

Katie Helseth | River Bank, Westby | Katie primarily manages the bank's business and farm loans | [Referral Request: If you have Kids or grandkids or know of any. Youth savings 6 percent APY up to 5k.](#)

- For those 17 years of age and under
- \$25 minimum deposit to open
- Make additional deposits at any time in person, with an online transfer, or with the mobile app.
- No monthly service charge or minimum balance.
- Funds transferred into a regular savings account upon child's 18th birthday

Hailey Nerison | The Wild Cowpoke Co | A unique mobile boutique offering women's western wear | [Referral Request: Spread the word and come check out The Wild Cowpoke Co. at the Hillsboro Lions Appreciation Breakfast on Sunday from 7-12:30.](#)



Steve Peterson | Top Dog Marketing | Website design, marketing assessments and strategies, project management; Primarily works with small-businesses and nonprofits | [Referral Request: ABSENT](#)

Linda Schulte | Valley Fudge & Candy | Makes over 50 flavors of fudge for retail and wholesale throughout the U.S.; Main storefront located in Coon Valley | [Referral Request: Thank you to everyone who came out for National Fudge Day. In search of any boutique or storefront that could use a fudge display to sell in their store.](#)

Dan Lee | 608 Plumbing & Heating | Residential and light commercial plumbing, heating, septic | [Referral Request: If you have a commercial building or if you know of anyone with one. Contact Dan about checking out the AC units, don't try it yourself, always have a professional do it.](#)

New Member Welcome- No New Members

Visitor Welcome- No New Visitors

Visitors' 60-Second Introduction & Referral Request- NA

Referral Education – Linda

Health: 80% eating,
20% exercising

Wealth- 80% habits
20% math

Happiness- 80% purpose
20% fun

Achieving- 80% Listening
20% speaking

Talking- 80% listening
20% speaking

Improving- 80% persistence
20% ideas
Learning- 80% understanding
20% reading

Relationships- 80% giving
20% receiving

“ Prioritize the 80%, and the rest will fall into place.”

If you don't have linkedin, it's a great tool with a wealth of good advice and good coaching.

Vice President's Report – Sara Rudie

\$62,944.50 closed business year-to-date
12 referrals, 13 closed business mentions & 6 testimonials last week

Secretary's Report – Hailey filling in for Courtney (**please note we will not be meeting JULY 2nd. All presenters will be moved back a week**)

June 25 – 1:1 Conversations

July 9 – Steve (Cowboy) Pauloski, Leer Wood Products

July 16th – Sara Rudie, Eagle Title Co.

10-Minute Business Spotlight Speaker: Mark McCraw, Abacus Answers LLC

10-40 forms you have to deal with at some point. Not everyone gets a refund. Pay in taxes, he suggests to pay taxes on dep of revenue and IRS website.

1. [IRS.GOV](https://www.irs.gov) makes sure you type it in and don't follow links.
2. Follow the Make a payment tab
3. Make sure you have an account or get one set up.
4. Direct pay from bank account to avoid fees
5. Personal tax payment to individual payment
6. Make a payment, reason for payment - gives a drop down menu of reasons
7. Select year and apply for what form
8. Tax verify identity, select previous year and answer all questions to that tax year
9. Name, social security number and all other basic information
10. Payment information and bank account information.
11. email confirmation notifications
12. Review and electronic signature

Referrals & Testimonials

Key: R (Referral); CB (Closed Business) & T (Testimonial)

Mark – CB for Daily Brew

Thalia/Courtney –

Scott – CB for Daily Brew

Rod – CB for Daily Brew, R for embroidery and more

Jude –

Jan – R for Birch Point, CB for Coon Bali Yoga
 Sara – CB for Daily Brew
 Annette – CB for Daily Brew
 Ryan –
 Jason –
 Steve (Cowboy) – CB for Daily Brew
 Autumn –
 Maja – CB for Daily Brew, T for Mark
 Katie – T for Mark
 Hailey – R for Birch Point, CB for Daily Brew, R for Top Dog
 Steve P. –
 Linda – R for Birch Point, CB for Daily Brew, CB for Coon Bali Yoga
 Dan – CB for Daily Brew

Total Referrals: 5
 Total Closed Business: 11
 Total Testimonials: 2

Door Prize Drawing

Prize from Business- Daily Brew Gift Card \$20

Winner: Cowboy



Community Events & Announcements

- ~ Bethel Butikk is having a sale Saturday and Sunday
- ~ Westby Lions doing a roadside cleanup
- ~ Troutfest in Coon Valley on Saturday from 9-2 village wide rummage sales happening too.
- ~ Valley Stewardship network, 25th anniversary looking for volunteers, at the VFW in Viroqua on June 28th.
- ~ Men's club at Coon Valley Lutheran Church Cookout- "Join us at 10am for outdoor worship with music by Dan Sebranek & Mary Cortesi followed by the Men's Club Cookout including Hamburgers, brats and chicken sandwiches. All Proceeds support Coon Valley Lutheran! Bring a lawn chair. Some chairs will be available!"

~Social committee is working on a gathering either at Music in the park or burgers in the park.

~Steve with Top Dog Media sent out an email. Take a look at the new website if any suggestions please email or talk to Steve.

~The Daily Brew Coffee Trailer has a busy weekend ahead and looks forward to seeing you.

~Retired Security System Tech- possible new member, would love to attend a meeting if Tracy Tobin is unable to join.

Inspirational Quote – Maja





If I cannot do
great things, I can
do small things in
a **great way**.

Martin Luther King, Jr.

Meeting adjourned at (time). 9:23

Important Links:

PRN Website: <https://www.premierreferralnetwork.org/>

Enter Close-of-Business Here: <https://www.premierreferralnetwork.org/closed-business/>

Facebook Group: <https://www.facebook.com/groups/3304971566424285/>

Updated Zoom Link: <https://us06web.zoom.us/j/81463261339?pwd=agX0mY7vOYIFn8yaXmUPMjr3jllL61h.1>

Member List:

Abacus Answers LLC – Mark McCraw
Bethel Home & Services – Courtney Havel
Birch Point Distillery – Scott Kring
Cade Financial Services – Rod Engh
Coon Bali Yoga – Jude Steers
Daily Brew Co. – Jan Hesson
Eagle Title Co. – Sara Rudie
Embroidery & More – Mary Daines
Fleming Insurance Agency – Ryan Lium

Jason Ray Photography – Jason Stuempges
Leer Wood Products – Steve Pauloski
NextHome Prime Real Estate – Autumn Brandau
PowerMedic – Maja Grinsted Hillegass
River Bank – Katie Helseth
The Wild Cowpoke Co – Hailey Nerison
Top Dog Marketing – Steve Peterson
Valley Fudge & Candy – Linda Schulte
608 Plumbing & Heating – Dan Lee

Officers:

Leadership Team:

Maja Grinsted Hillegass, President
Sara Rudie, Vice President
Courtney Havel, Secretary
Katie Helseth, Treasurer

Referral Education:

Dan Lee
Mark McCraw
Linda Schulte

Visitor Hosts:

Mary Daines
Jan Hesson

Social Committee:

Rod Engh
Ryan Lium
Jason Stuempges

Membership Committee:

Ryan Lium
Steve Pauloski
Jason Stuempges

Media Committee:

Autumn Brandau
Maja Grinsted Hillegass
Steve Peterson

Scholarship Committee:

Mary Daines
Rod Engh
Jan Hesson
