

**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: As businesses grow new obstacles they face, he will talk about in referral education.](#)

Courtney Havel | Bethel Home & Services | Senior living community providing a continuum of care to meet changing needs | [Referral Request: \(ABSENT\)](#)

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: Getting licensed yet, many approvals to go over.](#)

Rod Engh | Cade Financial Services | Retirement income planning, 401(k), IRAs, education savings plans | [Referral Request: Looking for clients for Funeral Trusts usually 55+, to protect assets and be medicaid accessible.](#)

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: Summer flights are here, protein coffees are available now with new flavors. Seasonal is cookie dough, with other flavors such as Chocolate, Carmel, and Vanilla. Sugar free raspberry is a good flavor to try. These drinks contain 30 grams of protein.](#)

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: Carol from Connolly Law Office was here to fill in for Sara.](#)

Annette Easterday (Mary Daines) | Embroidery & More | Screen printing, embroidery, promotional products, patches, heat press | [Referral Request: Same special for the month of June, buy 25 patches, get one free. Please contact them for any summer projects.](#)

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: Any contractors, building commercial or residential, workers comp and liability insurance.](#)

Jason Stuempges | Jason Ray Photography | Landscape photographer, offering prints for your home or office via website and craft fairs | [Referral Request: Looking for new homes, new builds or remodels, and commercial buildings.](#)

Steve (Cowboy) Pauloski | Leer Wood Products | Timber buyer of standing timber, cut logs; Assists with MFL program | [Referral Request: Looking for anyone with questions about trees, call cowboy he would be happy to help. Poison oak has three leaves like poison ivy. When trying to identify if a tree is a poison oak.](#)

Autumn Brandau | NextHome Prime Real Estate | Residential, commercial, vacant land sales and area property manager | [Referral Request: Knows anyone who just got married or tired of renting, send them Autumn's way.](#)

Maja Grinsted Hillegass | PowerMedic | Makes and sells laser therapy equipment to accelerate natural healing | [Referral Request: Veterinary, Acupuncturist, Chiropractor. Any healthcare professional that could benefit using lasers.](#)

Katie Helseth | River Bank, Westby | Katie primarily manages the bank's business and farm loans | [Referral Request: ABSENT](#)

Hailey Nerison | The Wild Cowpoke Co | A unique mobile boutique offering women's western wear | [Referral Request: Spread the word about her event in Tomah happening this weekend.](#)

Steve Peterson | Top Dog Marketing | Website design, marketing assessments and strategies, project management; Primarily works with small-businesses and nonprofits | [Referral Request: Openings for website design, 5 years and over need a remodel on the mobile side.](#)

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: Firecracker Fudge, Watermelon Fudge are summer flavors and they are back!](#)

Dan Lee | 608 Plumbing & Heating | Residential and light commercial plumbing, heating, septic | [Referral Request: Air conditioner, could be dirty, checked out or even replaced, send them his way.](#)

### **New Member Welcome**

### **Visitor Welcome**

### **Visitors' 60-Second Introduction & Referral Request**

### **Referral Education – Mark**

Ways you can find more people-

Join Community groups and church groups

Business growth issues- run into common problems

- Cash Flow management, providing products and services you have to have the money beforehand before you get paid business line of credit, if you need cash to borrow
- Different competition, you have local competition, as your competition changes a lot. Any business has competition
- Hiring and retaining employees, common issue
- Maintaining a quality product or service- keeping a product up to its quality, or maintaining a service such as making sure you're loyal to your clients.

### **Vice President's Report – Sara Rudie**

\$\_\_\_\_67,669.62\_\_\_\_\_ closed business year-to-date

\_\_5\_ referrals, \_12\_ closed business mentions & \_\_2\_ testimonials last week

### **Secretary's Report – Hailey filling in for Courtney**

July 2 – Steve (Cowboy) Pauloski, Leer Wood Products

July 9 – Sara Rudie, Eagle Title Co.

### **1: Conversations**

List names of who is with who. Example:

Jan and Hailey

Autumn and Maja

Cowboy, Mark and Linda

Ryan and Jason

Steve and Dan

Rod and Scott

### **Referrals & Testimonials**

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

Mark – R for Ryan, R for Rod

Courtney –

Scott – CB for Daily Brew, CB for Valley Fudge  
 Rod – CB for Daily Brew  
 Jude –  
 Jan –  
 Sara –  
 Annette – CB for Daily Brew  
 Ryan – R for Maja,  
 Jason – CB for Daily Brew, R for Daily Brew  
 Steve (Cowboy) – CB for Daily Brew  
 Autumn – CB for Daily Brew  
 Maja – CB for Daily Brew  
 Katie –  
 Hailey – CB for Daily Brew  
 Steve P. –  
 Linda – CB for Daily Brew, R for Steve P.  
 Dan – R for Steve, CB for Daily Brew

Total Referrals: 5  
 Total Closed Business: 11  
 Total Testimonials: 0

**Door Prize Drawing**

Prize from Business

Winner: Maja

**Community Events & Announcements-**

- Bethal Home and Services- Thursday Burgers in the Park Thursday the 26th at Davidson Park in Westby- **Cancelled**
- Valley Stewardship at Viroqua VFW

**Inspirational Quote – Maja**

John Lennon- When I was five years old, my mother always told me that happiness was the key to life. When I went to school, they asked me what I wanted to be when I grew up. I wrote down 'happy'. They told me I didn't understand the assignment, and I told them they didn't understand life."

Meeting adjourned at (time). 9:08



**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:**

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

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 Stuemppes

**Membership Committee:**

Ryan Lium  
Steve Pauloski  
Jason Stuemppes

**Media Committee:**

Autumn Brandau  
Maja Grinsted Hillegas  
Steve Peterson

**Scholarship Committee:**

Mary Daines  
Rod Engh  
Jan Hesson

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