

June 18, 2020 - 3:00pm ET

Georgia Manufacturers Alliance News Network Roundtable: Relaunching your business!

Hosted by Jason Moss, Founder and Executive Director GMA

All call participants are GMA members, contact information is on GMA website.

DISCLAIMER: These notes were taken by one of the participants and have not been approved or endorsed by any person or any entity mentioned herein, the Georgia Manufacturing Alliance, or Jason Moss. These notes serve as a helpful tool. It is the responsibility of the reader to confirm the facts. Statements in this report should not be quoted without confirmation by the author. Resources can be found at www.georgiamanufacturingalliance.com via links and documents provided by guests and posted on the GMA website.

Welcome by Jason- Today's topic is Retooling, what are your plans?

This call is specifically focused on what you are doing to relaunch, supporting each other, and sharing best practices on how to support each other about what works, and what doesn't. Introduce yourself and tell us what your biggest awareness is during this time:

Andrea Davidson	Speartek	678-471-4724
Brian Weber	Link Your Sales Solution	404-558-7929
Cokkie Eaker	Peerless Performance	847-682-7656
Michele Murphy	Benefit Resources	770-680-1741
Roger Grabman	Grabman Innovations	770-912-7058
Shawn Strohpaul	Bank of America	678-543-2211

Michele Murphy. Recorded an informational video clip for GMA. Located in Braselton, GA. Group benefit insurance for manufacturers, champions for employees to free up HR and leadership to focus on today's challenges. Open enrollment is January 1st.

Andrea Davidson, B2B Ecommerce websites for manufacturers and distributors. Trade Shows are not happening so ecommerce is big right now. Trying to find out what others are doing.

Shawn Strohpaul, Bank of America, Sr. Relationship Manager focusing on 10-50 mil \$ customers. Specializes in the manufacturing space, wants to stay up to date. Also focuses on technology and some distribution and transportation. In East Cobb, WFH. BofA is now determining 2021: Q1 or Q2 as a possible time to work back in the office, finding that their employees are effective WFH. It's not beneficial to come into the office at this time. Shawn loves seeing his 9 month old daily. Introducing: Carter James, "banker in training".

Cokkie Eaker: GMA scribe and finding new opportunities for Tina Weede regarding OSHA compliant incentive programs as well as sales incentives and core value engagement. Noticing

the switch from Covid anxiety all the way to Covid recovery, and how LinkedIn posts lately reflect the need for employee engagement to company core values. Communication is key.

Roger Grabman, professional engineer. Yesterday rode MARTA to the Capitol Building, not everyone wore masks, but inside the Capitol Building it was mandatory. Inside the Court, one witness at a time. The legislature is slowing down, they are not all at their desk. Gallery is closed for spectators. Voting by voice roll call, so each vote takes a long time. Need an appointment to visit a Senator, no walk in visitors allowed. Their main goal is to pass a budget.

Brain Weber, I work with manufacturers. Jason asked me to help him develop sponsorships with other companies. Doing online advertising awareness campaigns. Targeting 175 manufacturers in GA with 500+ employees.

What are you reading? What are your favorite books?

Jason Moss came back from vacation and shared with us that he read Fix This Next! By Mike Michalowicz. Read that one first, followed by Profit First - game changers!.

Andrea: likes adventure movies/action. Loves Ozarks. As far as books, doing more Ted Talks throughout, and some Podcasts.

Michele: more YouTube videos. Mark Wayshak on Sales and David Duford (insurance sales) as recommended by Greg Burkhalter; The One Minute Manager by Ken Blanchard. Christian book by John W. Gray, Win from within: finding yourself by facing yourself.

Cokkie: Still live by the lessons from Rich Dad/Poor Dad, and the books that followed, by Robert Kiyosaki - all about assets and liabilities; The Compound Effect by Darren Hardy - about consistently doing something makes a big difference in the end. Right now I'm reading Close The Loop by Kabir Sehgal about Raghbir Sehgal and next up is Emotionally Healthy Spirituality by Peter Scazzero. I read a lot.

Roger: The One Minute Manager, read in the 80s. (managing by walking around) NFPA, National Fire Prevention Association book about machine controls is my latest read!

Shawn: Star Wars books, ever since we were pregnant with Carter. Not a Sci-Fi guy but these books are addicting. The Man Who Made America, great books as well. The Cars who Made America, The Food who Made America, The Frontier that Made America. Love these!

Brian Weber: The Greater Journey: Americans in Paris by David McCullough.

Closing remarks Jason Moss: GMA website, Resources tab - GMA Tools and Reading List.

- Also: www.buyfromga.com all these products are truly manufactured in Georgia.
- Look at the Summit, exhibitor booth, some of them have videos - check them out!
- IMS - 150,000 attendees 9/14-19/20 in Chicago was cancelled by the mayor and governor - wait until vaccine or effective treatment for Covid, in Chicago.