

# January NEWSLETTER

SOUTHEAST BUSINESS ASSOCIATION  
COMMUNITY  
Success is our connection!



SECBA.org

## PRESIDENT'S MESSAGE....

Christmas has come and by the next time we meet, we will have ushered in a New Year. Time flies, so we need to make the most of each day. It is a commodity that is very valuable. How are you going to spend 2008? Just because you are busy now, have you taken the time to think about the next year?

We have some exciting goals for next year! We will be marketing SECBA in '08 so get connected to the best business investment you can make. Check out the calendar for the first quarter of 2008.

The board members have agreed to serve for the second term for this association. Please thank them for their contribution and agreeing to serve.

So enjoy the holidays, and give 2008 some thought. Set your Goals early.

See you next year! (That's next week!)

Denise H. Osborne  
Accessory Design Services



## NEW MEMBERS

Carolina Diesel Repair, LLC  
Jeff Trail and Greg Moser

Elegant Tanning  
Tammy Sardi  
sponsor: Denise H. Osborne

*Welcome!*

## CALENDAR OF EVENTS...

**January 3 5:30** Forest Oaks Country Club  
Kick off the New Year with marketing knowledge and impact!  
Key note speakers:  
US Postal Service & Dove Publications  
Get results from your direct mailings, money saving tips on postage, know your target and get the list.  
RSVP: Denise 674-2150  
members:\$15 / first time guests: free



**February 7 5:30** Forest Oaks Country Club  
Keynote speaker Bob Kober  
Publisher of BIZlife Magazine  
Topic: Regionalism; the voice of business, increasing our region's influence to grow our client/customer base

**March 6th 5:30** Forest Oaks

**March 14-16 Southern Ideal Home Show** SECBA will have a booth and will be featuring 10-15 businesses as well as the entire association during the show. Come to January's meeting for more details. Spots will be available on a first-come, first serve basis.

## TIPS & TOOLS THAT WORK

➔ **NEW Business Calendar of Events: SECBA.org**  
Business events in the Triad with links!

➔ In order to create a bond, clients need individual attention, acknowledgment and a feeling that they are genuinely appreciated. A simple note card has the power to make that happen.

## MEMBER DATA

➔ Collectively 1/3 of our members:  
• Generate over 45 million dollars in annual sales  
• Employ 300+ people

## MEMBER SPOTLIGHT

### THE BUSINESS CENTER

Accounting & Software Services  
Kim Payne  
Phone: 336-676-1980  
SomeoneWhoCanHelp.com



Kim Payne started his accounting career 35 years ago, acting as controller for small and medium companies in the Greensboro area. In 1992 The Business Center was formed to provide a uniquely qualified and affordable resource to the small and mid size business community primarily in the areas of accounting and software services.

Whether a business needs assistance weekly, monthly or yearly, Kim will customize a support plan. He can clean up your bookkeeping and accounting problems. With personal attention, accuracy and confidentiality, Kim can offer financial management bank reconciliation, cash flow reporting, budget planning, and general ledger maintenance completed for you. Kim will work with your CPA, financial planner or bookkeeper to assimilate the information needed for financial efficiency in any business.

Kim has been a QuickBooks Professional Advisor for over 11 years, providing training and support for QuickBooks products. If you are a first time purchaser of QuickBooks, he strongly recommends you seek training and set-up assistance. QuickBooks must be set up properly to run smoothly.



Do business with a member!  
Your business will grow through support,  
encouragement and endorsement.

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