



Business Expo News

Don't Miss Baba's business expo on Wednesday, October 8, 2008.

Mayor Jerry Abramson has agreed to be our speaker.

UPCOMING BABA Meetings:

April 2, 2008 - John Asher of Churchill Downs

May 14, 2008 - Dr. Bell - workplace violence

June 18, 2008 - Tara Gunther of the Rider Cup will speak. This is a joint program with other area business associations and will be held at Wildwood Country Club.

July 9, 2008 - Captain Lordy, Assistant to the Commanding General of Fort Knox, will speak from personal experience about tours of duty in Iraq.

Welcome New Members!

Since last month we have added three new members:

Melem Deli & Café on Steier Lane
Cornerstone Cottage
Community Alternative of Kentucky

March Networking event:

Our March Networking event was held at Cornerstone Cottage and the food was provided by Melem's. Both are new members and really started their membership with a bang! The food and atmosphere were superior. Another *Special Thanks* needs to go to Crysten and her team for all of their hard work planning the event.

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BABA April 2008 Newsletter.

Meeting REMINDER:

Get in the Derby Spirit!



Begin your Derby Celebration at BABA's **April 2, 2008 Lunch**. Our Special Guest Speaker will be:

John Asher Of Churchill Downs

Join us at **11:30 a.m.**, for lunch and networking at the Buechel Fire Department.



Remember the meeting fee for 2008 is \$10.00 for members and \$12.00 for each guest. RSVP bhook3@bhook.net

3 for 3 - free advertisement for your business!!!

This month, our monthly 3 for 3 presenters are:

National City Bank

A special thanks to last February's Presenters:

**Stockyards Bank
Fifth Third
YMCA Southeast**

Presenters - Don't forget to bring a door prize.

**A special Thanks to Bob Hook
Chevrolet!**

They recently hosted Big Talk on Small Business for BABA members. **It was a huge success!** Thanks again!

Business Tip of the Month: Succession Planning.

Small business owners are often so busy running their business that they don't plan for what will happen to their business if they are injured or die suddenly. What about retirement? None of us like to think about these things but the simple truth is that we owe ourselves and our families the peace of mind that all will be well.

A succession plan or a catastrophic event plan need not be elaborate and while you should consult your lawyer and your accountant, you do not have to get into an elaborate estate plan unless you are lucky enough to be doing a multimillion dollar business.

Here are a few simple things to consider. If you are seriously injured and can't work, will your business continue or will it come to a screeching halt? If screeching halt or slow death is your answer, look into insurance to replace your income. Also, look around you to see if there is someone who could pinch hit for you or could run the business in your absence. Maybe they don't know enough about the business now but can they learn? If you see an employee that has the potential but you're concerned that they might leave to set up a competing business - a legitimate concern - then talk to your lawyer about a noncompete agreement. Be sure to ask questions to fully understand the strengths and weaknesses of these agreements. Perhaps your spouse or child can run things with a little training - Don't wait, show them the ropes now. The same questions are important to ask yourself when considering retirement or death.

Finally if other individuals own part of your business, will they buy out your heirs and if so, how will the value of the business be determined. Contributed by Attorney Pat Abell, Abell Law Office pabell07@ellsouth.net

MEMBER SPECIALS:

Printworx of Louisville, 3928 Bardstown Road, can now provide your business with all types of signs. To celebrate, Printworx is offering 10% off on your first sign order.

Member spotlight! – Comfort Master home improvement

Comfort Master Home Improvement was opened in 1998 @ 4410 Shepherdsville Road by Danny Hicks. After 27 years of working for a wholesale millwork company in Louisville Danny decided it was time to open his own business. When he started the company, Danny began selling wholesale to other Louisville companies. Within a couple of years Danny decided to sell direct to the homeowner, doing this they were able to give the homeowner a better price. By manufacturing, and using their own employees do the installation, they have eliminated many problems for the homeowner.

Comfort Master has all types of windows, entry doors, (their doors and windows can be custom colored), they also install vinyl siding, gutters with gutter guard and build decks.

If you are looking for additional living space Comfort Master can add a patio enclosure to your home or screen room.

Estimates are free and they do not do gimmick advertising (for example, buy three windows and get 15 free, or get 40% off for a limited time).

Danny Hicks has followed the golden rule philosophy and this is the secret to Comfort Master's success. Danny treats people the way he wants to be treated and it has worked very well. You can call Danny and Comfort Master @ 502-456-0627 or check out their website @ comfortmasterwindows.com

Classes:

Computer Literacy Classes - Graham Honaker and Roy Martin teach computer literacy classes to seniors at Canaan Christian Church (2840 Hikes Lane) beginning, intermediate, and advanced classes are offered. Call 435-1134 for details.

Please forward questions, comments and article ideas to Patricia Abell at pabell07@ellsouth.net.



Welcome Spring!