

**In Person Meetings**  
**Independent Planning Group**  
**Conference Room**

Clark Tower, 5100 Poplar Ave #110, Memphis TN

**Zoom Meeting**

<https://us04web.zoom.us/j/5087794464>

Password: **talkshoppe** (all small letters, no space)

**Networking Chat Box 8:45 am**

**Presentations 9:15-9:45 am**

**Download Digital Newsletter:**

<https://talkshoppe.com/newsletter-downloads/>



Visit our website



<https://talkshoppe.com/>

March-April 2025

**All Meetings are on Wednesday,**  
**9 a.m. to 10 a.m.**

**MEETINGS ARE IN-PERSON AND ZOOM**

Zoom only when Shelby County Schools are closed for weather  
Zoom or Alternate location when Concorde Career College is closed for any reason

- Mar 5 Check Out Your Contractor**  
Ed Hill 901-273-6594  
EdHill.MastersRoofing@gmail.com
- Mar 12 Get Fiscally Fit in 2025!**  
Mark Loden 901-493-2069  
mklpersonalfinan@bellsouth.net
- Mar 19 Aging in Place**  
 Tim Flesner, Owner  
MidSouth Home Helpers, 901-414-9696
- Mar 26 "Hot Seat Lead Generator"**  
While on the "Hot Seat" describe to the group the services you offer and the customer types you are seeking. Get business leads and connections from the group.
- Apr 2 Is Your Website Working For You?**  
Zach Roberts, (901) 827-8022
- April 9 Blooming Profits: How Garden Tourism Cultivates Economic Growth**  
Kim Halyak  
Kim Halyak@me.com
- Apr 16 How to Expand Your World As You Age**  
 Sharleen McBlain, Certified Fearless Living Coach  
True Colour Connections 1-250-212-1556
- Apr 23 Retire Confidently**  
Ben Hunter, Manny Corless  
Independent Planning Group 901-746-6312
- Apr 24 Talk Shoppe After-Hours Event:**  
**"Grow Your Business Network in the Garden at Cooper Young Garden Club"**  
**4-6 pm**  
899 Blythe St., Memphis, TN (Look for the purple gates, enter into the backyard from the driveway.) Please park on the street.
- Apr 30 Mastermind Principle**  
based on the book Think and Grow Rich  
by Napoleon Hill (One BNI continued education credit)



Talk Shoppe's charitable fundraisers go to support the children from the Neighborhood Christian Center Lynn McDonald 901-849-7101

**ABOUT TALK SHOPPE**

Many business owners start their business to fulfill their passion and dreams, then stagnate because they lack the knowledge and resources to grow. Talk Shoppe EQUIPS with education, ENGAGES by providing weekly networking and outside networking opportunities, EMPOWERS with marketing tools. Talk Shoppe does all of this in a supportive community.

Make Talk Shoppe a tool YOU can use to build your business and help someone else build their business.

What Level Works Best For You?  
<https://talkshoppe.com/sponsor-faq/>

**Community-**(Cost is Free) Promote your business in a few seconds at weekly meetings. Network with people at the meeting and B.A.M.F.A.M. (Book A Meeting From A Meeting) to connect outside of the weekly meeting.

**Supporter-**(Cost \$110/year, some restrictions apply)  
Your ad included on the online "Friends in the Business Talk Shoppe Directory"

**Elite-**(Cost: \$115/month or \$95/month for volunteers, some restrictions apply)  
Radio/Social Media Posts Monthly/Green Screen Studio & Production/Talk Shoppe "Friends in the Business Online Directory"/Ad & Periodic Spotlights in Talk Shoppe Newsletter-Flier and on Web page and more...

**Premier-**(Cost: \$4,850/year, some restrictions apply)  
Larger ads than other ads appearing online, on the newsletter-flier and at weekly events and outside events. Option to host a Talk Shoppe weekly event at the Premier Sponsor's place of business, Radio "Friends in the Business Online Directory"/Ad & Periodic Spotlights in Talk Shoppe Newsletter-Flier and on Web page and more...

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# BUSINESS

**Genell Holloway**

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## *Dare to Lead* by Brene Brown

Ever wonder how to be the best leader you can be? Are you waiting to be appointed a position of leadership? Truth is, we are all leaders. Leadership is the ability to guide, influence, or lead a group or organization. You may be a great leader or a not so good leader.

As an entrepreneur, it is important for one to be a leader who can help guide and influence others. To be effective, we must be vulnerable as well as transparent. Our 'walk' must mirror our 'talk'. How do we do this effectively?

There are four skill sets that help us to be effective leaders:

- Transparent and vulnerable
- Live out our values daily
- Brave trust
- Learn to rise

The book covers these in much greater detail than we have the space to explore here. Nonetheless, I challenge you to practice these skills into your daily life.

Being transparent and vulnerable can be very fearful. The fear of making a mistake or someone laughing at us can keep us from being ourselves. Perhaps, you don't want others to know your own insecurities, so you bolster up to appear completely secure. Truth is, it helps us to be more transparent and vulnerable with others.

Do you know what your values are? Do you practice them in your daily life? You must first know your values in order to be authentic with others. Take time to identify your values this week in order to be a better leader. Part of our values include how we view others. Are they doing the best they can? How can you help them improve? It's all in your approach. Doing the above step will help you to be braver in trusting others.

How can we brave trust? It starts with Integrity. That means choosing courage over comfort. Knowing that someone believes and trusts in you can completely change a person's attitude and actions. One will see a complete shift in how that person responds. While it seems so simple, trust can be hard. That's why we call it brave. Who can you help be better just by trusting them?

Learning to rise is the final step. So, I made a mistake. How can I learn from the mistake? Will I become bitter and give up and carry that mistake with me? Will I determine what I can learn from the mistake and press on? We have a choice. It takes courage to accept negative feedback and turn it into positive actions. I hope you will grow into being the best you can be. Learn to RISE!

"If your actions inspire others to dream more, learn more, do more and become more, you are a leader."  
—John Quincy Adams

"The task of the leader is to get his people from where they are to where they have not been." —Henry Kissinger



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## Review: *The Millionaire Next Door* Book Review and Lessons for Real Estate Wealth Building

Thomas Stanley and William Danko's *The Millionaire Next Door* is a classic personal finance book that examines the habits and characteristics of America's self-made millionaires. The book emphasizes frugality, disciplined saving, and smart investing as the primary drivers of wealth. While it doesn't focus exclusively on real estate, its insights are highly relevant for those looking to build wealth through property investments.

### Key Lessons for Real Estate Investors

One of the book's main findings is that millionaires tend to live below their means, invest wisely, and avoid lifestyle inflation. This principle aligns well with real estate investing, where long-term financial discipline and smart property acquisitions lead to wealth accumulation. Rather than chasing luxury homes or speculative deals, successful real estate investors often focus on cash flow, appreciation, and tax advantages.

Additionally, the book highlights the importance of playing financial offense, meaning investing in appreciating assets rather than spending on liabilities. Real estate fits this model perfectly, as rental properties generate passive income while increasing in value over time. Many self-made millionaires in the book own real estate, not just as personal residences but as investment properties that create additional income streams.

### How Real Estate Creates Millionaires

Real estate provides multiple pathways to financial success: leverage allows investors to control large assets with relatively little capital, tax benefits such as depreciation reduce taxable income, and rental properties generate monthly cash flow. The *Millionaire Next Door* reinforces the idea that consistent, disciplined investing—especially in real estate—can create lasting wealth.

For those serious about building wealth, this book serves as a guide to the mindset and habits needed for financial independence, making it an essential read for real estate investors.

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**Tim Flesner**  
Sponsor: MidSouth Home Helpers

## Fall Risks and How to Prevent Them

As co-owner of Home Helpers, we often hear from families concerned about the safety of their loved ones, especially regarding fall risks. Falls are one of the most common hazards for seniors, and the risk increases as mobility changes. Falls can lead to serious injuries like fractures or head trauma. The good news is that many fall risks can be minimized with simple precautions.

### Eliminate Tripping Hazards

Clutter, loose rugs, and uneven floors can cause falls. Keep walkways clear, secure rugs with non-slip backing, and fix any flooring issues promptly.

### Improve Lighting

Low visibility, especially at night, increases the chance of falls. Ensure hallways, stairways, and bathrooms are well-lit. Motion-sensor lights can provide extra convenience.

### Install Grab Bars and Handrails

Grab bars in the bathroom near the toilet and shower provide added support. Handrails on staircases make moving around easier and safer.

### Wear Proper Footwear

Slippers or shoes with non-slip soles are essential for preventing slips. Avoid walking barefoot or in socks on slippery floors.

Additionally, regular physical activity is crucial for maintaining balance and strength. Activities like walking, yoga, or balance exercises can significantly reduce the likelihood of falls.

By following these simple steps, families can create a safer environment and help reduce the risks of falls for their loved ones.

## Healthcare Speaker Series



Resource4 Care Info.

901 Area Professionals

[Resource4care@gmail.com](mailto:Resource4care@gmail.com)



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