

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/>

May-June 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

- May 7 Learn the Process to Appeal Shelby County Real Estate Taxes**
Tom King, 901-751-2122
- May 14 Best Tips from the Experts for a Smooth Property Purchase**
Pat Goldstein Crye-Leike Real Estate 901-606-2000
Sherry Harbur Harbur Realty 901-496-8193
Jo Garner Supreme Lending 901-482-0354
Lynn McDonald Erin McDonald Insurance 901-849-7101
- May 21 Seniors Thriving Over Surviving**
 Daniel Lund, Sales Director
Village Audubon Park
dlund@townvillageaudubonpark.com
- May 28 Innovation Walkabout Cafe'**
(Meet with different business people as you move from one table topic to the next)
Coffee Cafe' Theme
- June 4 From Chaos to Clarity: Why Your Numbers Matter**
Jan Degallier, Strategic Coach,
507-450-8142
- June 11 Just Because You Have a Past, Doesn't Mean You Can't Have A Future**
Heidi Kuhn
Shelby County Criminal Court Clerk
901-222-3315
- June 18 Insurance Gaps & How to Fill Them**
 Genell Holloway, President
Eagle Hollow Enterprises
901.270.1127
- June 25 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

For more speaker information, or to be a speaker, contact :
Lynn McDonald: 901-849-7101 (General Speakers)
Mary Lou Rovak: resource4care@gmail.com (Health Speakers)

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...

BECOME A SPONSOR

<https://talkshoppe.com/sponsor-faq/>

EQUIP. ENGAGE. EMPOWER!

EQUIP. ENGAGE. EMPOWER!

REAL ESTATE

Sherry Harbur
Harbur Realty

Lessons from The Richest Man in Babylon

The Richest Man in Babylon, the classic by George S. Clason, reminds us that wealth is a marathon, not a sprint—and its principles still ring true today. Clason's parables, set in ancient Babylon, offer powerful financial lessons through simple, memorable stories.

One of the book's foundational rules is "Pay yourself first"—a principle every person or investor can embrace. Before spending commissions, salary or profits, set aside a portion to reinvest in income-producing assets—real estate being one of the best.

The book also teaches the importance of making money work for you. Real estate is a perfect example: rental income, property appreciation, and tax advantages all contribute to building long-term wealth. Like Babylon's wealthiest citizens, today's smart investors let their money multiply through wise choices and time. Another key message? Seek counsel from those who know. In a networking-driven industry like real estate, learning from mentors, seasoned investors, and top agents is invaluable. Surrounding yourself with knowledgeable professionals reduces costly mistakes and opens doors to smarter opportunities.

Clason also warns against "foolish ventures." In real estate, this translates to doing due diligence, researching markets, and avoiding hype-driven decisions. The wealthiest in Babylon prospered by investing in what they understood—an approach that remains golden advice in today's shifting market.

Ultimately, *The Richest Man in Babylon* is a guide for anyone building lasting wealth—and real estate offers the perfect playground to apply its timeless truths. With discipline, planning, and a long-term mindset, modern professionals can turn ancient wisdom into modern success. Today, those who follow these principles stand out—not just for what they earn, but for what they keep and grow.



Griffin, Clift, Everton
& Maschmeyer, PLLC

Serving Real Estate Buyers, Sellers & Investors
Throughout Tennessee

Rob M. Draughon III

rob@gcemlaw.com

Shelley Rothman

shelley@gcemlaw.com

6489 N Quail Hollow Rd, Ste. 100, Memphis, TN 38120

Phone: 901-752-1133 Fax: 901-752-1061 Fax: 901-752-4318

HEALTH & WELLNESS

Genell Holloway
Eagle Hollow Enterprises, Inc.

You Can Change the World

Change....the word itself can inflect so many different emotions. Most people are resistant to change. Thus, change is oftentimes an uncomfortable word. Humor me, name a time that change was a positive event in your life? Perhaps, the day you opened your business or made the first sale.

Do you believe you have the ability to change your world? You may be thinking, what can we change? Seriously, what would you change about the world that's within your power?

Our world actually starts with us. It begins with how we treat those who cross our path. You have the power to change your world. Yes, you do! First, begin with being kind. Speak kindly even when you have to deliver bad news. Think positively. This seems simple enough, but there's more we can do.

Regardless of how they treat us, we can show them that they are a person of value. None of us are exactly alike. We come from diverse backgrounds. Nonetheless, we are still human beings. Human beings have value and the ability to add value to one another. You may be thinking I'm already nice to people. I donate to charities and I try to treat others with respect. Isn't that adding value? And the answer is that's a good start. But, we can do more.

We can treat others by adding value despite how they look or act. We can assume that everyone is rated as high as the president of the United States even when exhibiting bad behavior. We can assume they may be having a bad day.

So, I'd like to end by challenging you to treat everyone you meet as if they were a highly ranked person of influence. Consequently, you will change your world!



Santa Chuck

CHARLES R. "CHUCK" BOHANNON

Portraying Santa for 48 years in parades, concerts,
symphonies, at charity events, parties
and private appearances.

CALL 901.619-6436

HoHoOnTheGo50@gmail.com

BUSINESS

Tim Flesner
MidSouth Home Helpers

Self-Development for Entrepreneurs: Balancing

As an entrepreneur, time, energy, and resources are limited, making self-development challenging. However, improving knowledge and skills can have a significant impact on both personal and business growth. Here's how to balance self-development with a busy entrepreneurial life:

1. Assess Your Needs

Identify what will most benefit your life and business. Entrepreneurs are short on time, so it's essential to focus on areas that provide the greatest return. Ask, "What will improve my happiness?" and "What will enhance my business?"

2. Sell and Market Effectively

Selling and marketing skills are crucial for generating income and growing your business. Improving these areas can help you attract more clients and customers. Learn low-cost marketing strategies to build your brand.

3. Develop Social and Public Speaking Skills

Networking and maintaining client relationships are vital for success. Improving your social skills can make a big difference. Public speaking can help you gain confidence and market your business to a wider audience.

4. Set Goals

Establish clear, achievable goals for your business and personal life. Goal-setting is an invaluable skill for entrepreneurs, fostering focus and direction.

5. Prioritize Health and Time Management

Good health is crucial for sustained productivity. Entrepreneurs often neglect self-care, but building healthy habits improves energy and focus. Time management is equally important—effectively managing your schedule is key to making the most of your limited resources.

By focusing on the right areas, entrepreneurs can thrive while managing their time wisely.

INSPIRING QUOTES

Never get so busy making a living that you forget to make a life.

The key is not to prioritize what's on your schedule, but to schedule your priorities.

Be steady and well-ordered in your life so that you can be fierce and original in your work.

Happiness is not a matter of intensity but of balance and order and rhythm and harmony.

CHURCH OF THE harvest.
www.midsouthharvest.org
14707 Hwy 302
Clive Branch, MS 38654

Rev. Jo Rook Huggins
Director, Healing & Wellness
jo@harvest.org
901-235-7050
JoRook.com



*He sent his word and healed them
and delivered them from
all their destructions. Psm 107:20*



Professional Transition Planner
"We help you through changing times"

Leah Anne Morse

P: 901.488.9733
W: allthingsnewwtn.com
E: lamorse@allthingsnewwtn.com

Pack to Move / Moving
Unpack / Set-up
Organizing / Design



OUR SPONSORS!

★ SPONSORS WHO ALSO VOLUNTEER



Accounting
Nita Black.com
Nita Black
info@nitablack.com



In-Home Senior Care
MidSouth Home Helpers
Tim Flesner
901-414-9696



**Join
Talk Shoppe**



Business Consultant/Coach
Evolve Business Coaching
Keith Potts
(901) 331-1857



Insurance
Allstate
Lynn McDonald/Troy McDonald
901-849-7101



Private Real Estate Lending
Avalon Capital
Craig Jennings
901-417-8427



Financial Professionals
Independent Planning Group
Ben Hunter/Manny Corless
901-831-0051



Insurance Health & Medicare
Eagle Hollow Enterprises, Inc.
Genell R. Holloway
901-653-5323



Real Estate Attorney
Griffin, Clift, Everton & Maschmeyer, PLLC
Rob M. Draughon
901-752-1133



Foundation Solutions
Redeemers Group
Valerie Smith
901-846-5863



Lifestyle Travel
Seacret
Peggy Lau
901-289-0747



Real Estate Investors
Harbur Realty
Randy & Sherry Harbur
901-878-3308



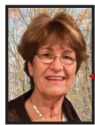
Graphic Design
JUUDYY Graphic Design
Judy Burda
twburda@bellsouth.net



Memory / Dementia Care
Shelby Gardens
Lawren V Bogard
901-713-1681



Realtor
Crye-Leike Realtors
Patrecia Goldstein
901-606-2000 (O)901-754-0800



Healing and Wellness
Church of the Harvest
Rev. Jo Rook Huggins
901-237-9981



Mortgages
Supreme Lending
Jo Garner
Mortgage Loan Officer NMLS#757308
901-482-0354



Roofing Contractor
Masters Roofing Memphis
Ed Hill, Senior Consultant
901-273-6594 Call/Text



HEALTHCARE SPEAKER SERIES
Resource4 Care Info.
901 Area Professionals
Resource4care@gmail.com



Moving/Transitional Planner
All Things New, WTN
Leah Anne Morse
901-488-9733



Santa
Ho Ho On The Go!
Chuck Bohannon
901-619-6436



HVAC
Refrigeration Unlimited, LLC
Mark McLaurine
901-216-7782



Office Supplies
Cartridge World of Collierville
Taylor Morse
cw0803@cartridgeworldusa.com



Senior Living
Hearthside Senior Living
Donna Roach
901-651-2503