Tuesday Lead Share

13 Jun 23

The meeting was called to order by V-president, Paul Klinger at 8:05am. There were 14 in attendance.

No finance report was given.

No leads were passed.

Reminder of the Tuesday Lead Share team at the Bowlathon at 7pm at Galaxy Strikes.

Alec talked about the on-line videos he will be starting, and he would like to begin with the lead share groups: “Be the C”(onsumer) with each session being approximately 5 minutes and they will be posted on social media and Discovery publications.

We went around the room first.

Paul Klinger, UVA Credit Union was our speaker. He spoke on the “Hometown Heroes” program the credit union is launching so qualified persons can borrow 100% of their mortgage. The credit union has kept their rates the lowest in the area at 6.625% or less. However, you must work, live or pray in the UVA footprint from Fauquier County south to Charlottsville.

The CEOs motto is: Our members WILL get the best deals.

Their construction department makes it easy for new build owners to get loans and they have an adjustable rates program that will lock in a rate for 7 years before it changes. Paul mentioned he is getting referrals from banks who can’t help their clients. Unfortunately, inventory is low, so clients are still in bidding wars.

We adjourned at 9am. Our next speaker is a Chamber representative.

Respectfully submitted,

Laura L. Bersack