

**Referral opportunities – BNI Mid-Day Power Partners  
Updated 10/28/09**

1. Acupuncture – Dr. Mira Herman.
  - a. I have this pain in my shoulder/hand, and it won't go away.
  - b. Have you tried acupuncture? I was skeptical, but I tried Dr. Mira Herman. Not only could I not feel the needles going in, the pain was gone within an hour.
2. Estate Planning – Michael Larsen.
  - a. With this economy I may have to put off my retirement.
  - b. I just saw a presentation by Michael Larsen, an estate planning attorney. With the economy and some major law changes everyone needs to take a careful look and their estate plans. I can give you his card if you don't already have an attorney.
3. Auto Repair – Flamingo.
  - a. My car's warranty is expiring. Should I pay to extend it?
  - b. Before my car's warranty expires I like to have an independent evaluation to see if anything needs to be done. Flamingo Auto Repair is very good at making sure the dealer covers any warranty work needed.
4. Bookkeeping – Jeanne Davis.
  - a. I've been so buried in my books that I don't have time to run my business.
  - b. You need to talk to Jeanne Davis. She is a top-notch bookkeeper who has helped several of my friends straighten out their books so that they can concentrate on business.
5. Business Banking- Wanda Wright
  - a. With the slowdown, my business is seeing some real cash flow issues. Any ideas?
  - b. Every business needs an experienced banker. I recommend you talk with Wanda Wright at Wells Fargo. She can review your business and make suggestions as to how to improve the picture.
6. Business Services – Joyce Shimetz.
  - a. With so much administrative paperwork I have no time for my business.
  - b. You need to call Joyce Shimetz. She specializes in providing admin support to small businesses that don't have support staff.
7. CPA – Pam Nachtigall.
  - a. I've got to find some ways to cut costs for my business.
  - b. Call Pam Nachtigall. She's a CPA; so she can prepare all your taxes. But she can help you analyze your operations to find cost-cutting opportunities so that you can run more efficiently.
8. Real Estate Appraiser – Linda Bailey.
  - a. The County just lowered my property taxes. But they still seem too high.
  - b. Linda Bailey is a highly-regarded local appraiser used by attorneys. Give her a call to see if you should appeal the assessment
9. Chiropractor – Dr. David Anderson.
  - a. My back has been killing me.
  - b. Chiropractic has been shown to be very effective in treating back pain. Dr. Anderson uses an innovative approach that does not twist and crack. Why don't you call him and try; it sure beats drugs.
10. Construction– Visionary Builders- Robert deWan.
  - a. I need to think about remodeling my kitchen. I do not know who to call.
  - b. I have a great licensed contractor; Robert does a great job as a remodeler. His customer service is terrific. Can I tell him to call you?
11. Mediation-Go Divorce Clinic– Robert Revel.
  - a. I am getting a divorce. We are still friends but we need to iron out the details. We just need to sit down with someone to talk it through.
  - b. That's Smart. Divorce is so expensive these days... Have you thought about mediation? Robert Revel can assist you and fill out the paperwork. He is very supportive and less expensive than an attorney.

12. Feng Shui – the Art of Placement-Katherine Metz.
  - a. Real estate prices are so depressed that we decided just to stay in our house but the flow of our layout never has been comfortable. I wish someone could come in and help us make the space feel right!
  - b. I know just what you mean sometimes you just don't know where to place the furniture, colors to use to create the right mood. My friend, Katherine Metz is a very creative and is a specialist in the art of Feng Shui.. She could give you some good ideas about what you might be able to do with your space to make staying a positive choice.
13. Financial Advisor-Morgan Stanley – Diane van Winden.
  - a. With this economy I may have to put off my retirement. My portfolio is really down and I just don't know what to do?
  - b. With the economy the way it is, everyone needs to take a careful look and review their financial goals. I can give you Diane van Winden's card. She can provide you a free portfolio review. .
14. Floral Design – Floral Composer- Sharreh Bagby
  - a. My friend is getting married in a few months. I am really looking forward to going to the wedding in Sonoma.
  - b. Does she have a florist? I like the arrangements that Sharreh Bagby designs. Her flowers are from her garden and her creativity is awesome. Can I have her call your friend?
15. Gardening –Garden Doctor-Hilario Reyes
  - a. My gardener didn't show up again. He is so undependable and his work isn't that good either. I wish I could find someone that was dependable.
  - b. You need to talk to Hilario. He is a top-notch gardener who has helped several of my friends that had the same complaints about their gardener.
16. Graphic Design – Enterprising Graphics- Caren Parnes.
  - a. I am just starting to rethink my logo and "image" in the marketplace. I wish I could work with someone that will give me a new way of branding my business. I need a fresh and professional look.
  - b. You need to call Caren. She specializes in providing graphic design to small businesses that need a new marketing look. She can really make you stand out among your competition.
17. Hair Stylist – Glow Salon-Martell Jamal- .
  - a. I've got to find someone who can cut my hair. I am so tired of this style. Do you know someone in Santa Rosa who is creative and can give me a new modern look?
  - b. Call Martel. She's a great hairstylist. She has been in the business for sometime and owns her own salon downtown Santa Rosa. She also does color!
18. House cleaning- Dominga Reyes.
  - a. I hate housework. And, if you hire someone these days, they give you a list of what they won't do! I can't believe it!!.
  - b. B So do I....but, do I have the gal for you! Her name is Dominga. She will do windows, your laundry and even iron for you. She is great!
19. Insurance – Jeff Lecoche Insurance Agency.
  - a. I got my insurance bill yesterday. What a rip-off! I wish I could find someone that could review my policies and tell me what I should do. Do you know of a good insurance agent?
  - b. Boy do I! Jeff Lacoche has an office right on Mendocino Ave. He is great. He can review your needs and tell you exactly what you need. No BS from him!
20. Long Term Care Insurance – **Pam DeMarco**.
  - a. With the drop in the market I think we still have enough for retirement, but I am worried now that a serious illness or accident could destroy our assets.
  - b. You need to call Pam DeMarco; she specializes in helping people plan so that injury or illness will not devastate their retirement. Can I have her call you?

21. Electric, Solar – **Chris Clifton**.
  - a. Well, I see oil's going up again, even in a recession. I guess I should just bite the bullet and install solar before rates skyrocket. But where do I start?
  - b. I would use Chris Clifton and Edison Electric. They do solar, and as an electrical contractor, they can properly integrate solar with your electrical system.
22. Business Writer – **Astrid Harper**.
  - a. Hey, whatta ya think of my new website?
  - b. Wow, it has great graphics. But you might want to have a professional review the wording to ensure you have maximized its customer appeal. Astrid Harper is great at business writing. Would you like me to have her give you a call?
23. Real Estate Sales – **Mike Stollmeyer**.
  - a. Do you think now is finally the time to buy a house?
  - b. Call Mike Stollmeyer. He's not pushy and gives you all the facts, then lets you make your own decision. Ask him about the buyer tax credit, as it is expiring.
24. Website Developer – **Cynthia Furst**.
  - a. I need to start a website to broaden my customer base. You know anyone good?
  - b. You're in luck. Cynthia Furst, owner of WebNet Express, is a website developer who creates brochure and e-commerce websites. She was selected from thousands of applicants by UPS as an e-Commerce developer for their services. I'll have her call you.
25. Wellness – **Amy Schulze**.
  - a. My mother suffers from neuropathy. But the drugs leave her like a zombie.
  - b. Talk to Amy Schulze, the rep for Nikken Wellness. They have a product that has shown good results on patients with neuropathy.
26. Videographer – **Kathleen Quinn**.
  - a. With the holidays coming I've gotta figure out what to get for all my family.
  - b. I found a great, easy solution. Gather up any old family photos, video cassettes, or movies and take them to Kathleen Quinn. She can make a great DVD. Your family will love for bringing those dusty old memories back to life.
27. Structural Engineer – **John Cook**.
  - a. We had planned to move and expand our business. Now we have decided to stay put. But we still could use some more space.
  - b. I'd talk to John Cook at MKM, the top structural engineers in this area. He could easily tell you if an expansion of your building is feasible. Shall I have him give you a call to discuss it?
28. Commercial Lending – **Denise Beeson**.
  - a. I have been leasing this building for several years. The owner now wants to sell, but I am not sure who to go to for a commercial loan. I do not want to move, but I am not sure if I can afford to buy this building. What should I do?
  - b. Talk to Denise Beeson. She can show you commercial finance options such as an SBA or straight commercial loan. Rates are the lowest in years. Now is the time to buy!
29. Residential Real Estate Finance – **Bill Matz**.
  - a. With rates so low I'd like to buy/refinance. But so many people have gotten bad loans. Who can I trust?
  - b. Call MastersTouch Mortgage. Bill Matz warned people 5 years ago about those dangerous loans; so his clients avoided them. Now, as an attorney, he also helps distressed clients of the brokers and lenders that went out of business.