



# CREDIT CARD AUTHORIZATION FORM

for "Accountability through Transparency" by Les Cunningham

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\_\_\_\_ Ebook - Kindle Version\* \$20.00

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Signed by Les?      Yes      No

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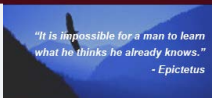
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## Gathering of Eagles 2014

May 18 - 21, 2014



Les Cunningham has helped thousands of owners and entrepreneurs gain control of their businesses and move them toward success.

In "Accountability Through Transparency", Les shares the path he took in life to get where he is today and distills the key points that owners and entrepreneurs need to know.

Through his company, Business Networks, Les has seen the power of accountability and transparency. Though a book can never replace the power of the peer-reviewed materials Les has established, this book can get you on your way.

For printable order form [click here](#).

\*For ebook editions, contact Debbie, 541-746-8800 x17.

A Book Review from a former client:

*"Hi Les,  
Thanks so much for sending me a copy of your book. I already read it twice, the second time with a highlighter. I laughed at how little was not highlighted during my second read. This book is amazing and worth every penny our group invested in it. Thanks for putting so much of your great and valuable knowledge and insights on paper! Thanks again for all your help!  
Blessings to you and your family."*

*-Rick Brouwer, Brouwer Brothers Services*

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### NOTES FROM EAGLES 2013

[Lessons Learned](#)

[Taking Over the Family Business](#)

[Discussion on Business Development](#)

[What Comes Next and Million Dollar Ideas](#)

[Industry Summit](#)

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## EAGLES 2013 GUIDEBOOK

### Gathering of Eagles 2012 Notes

[Monday - Panel Discussion](#)

[Monday - Round Table](#)

[Tuesday - How Do Others Keep on Top of Things](#)

[Tuesday - Action Steps to Take Back](#)

[Tuesday - Discussion: Fair or Foul?](#)

[Wednesday - Summit Discussion](#)

**THE FISHER REPORT**  
(This is Jim Fisher's last report.  
He passed away in May 2011.)

Monthly Commentary For The  
Remodeling & Insurance Repair Industry

By Jim Fisher

THE GATHERING OF EAGLES

BN04

#### Meeting Information

Meeting Date: 05/18/14  
Host Company: Business Networks, Inc.  
Host Location: Pebble Beach Golf Resort & Spa  
Numbers Due: 04/11/14  
Report through Date: 01/01/00  
Facilitator: Les Cunningham  
Conference Call: TBA

#### Update Your Profile

#### Business Networks' Schedule

#### Industry Links

#### Multimedia Presentations



Tucson, Arizona

March 29 - 31, 2011

It was at a Business Networks Conference (Gathering of Eagles) for 90+ fire restoration and remodelers who had gathered for the purposes of discussing industry changes and sharing in the uniqueness as to what keeps their businesses going. A major topic, marketing, came to life with a dramatic presentation from one fire restoration owner's creative thrust in the marketing world. He created an ad that was run in local movie theaters of a scene showing the owner at the top of a set of stairs in his vacant family home with two 50 gallon cans of water turned over, coupled with the volunteer fire department hosing the living space in the room below. No, he wasn't putting out a fire, but was using this dramatization to market his business! Fast forward to that same person standing in the same home a few days later cleaned and dried, exclaiming "this is what we can do for your flood damaged home! Call us when you need us! Obviously, we're not all going to flood our own homes, but the message that this ad carried was: be unique in your marketplace today. From this conference I brought away with me a list of other short topical insights, which are worth considering.

- . The industry is not changing - it has changed!
- . Lead or get out of the way.
- . The highest paid non-productive staff should be the first to go. Do not wait!
- . Analyze reducing benefits, vacation times, holidays; place insurance needs out to bid.
- . Be fully transparent with your employees and share the company numbers.
- . Know your break even point.
- . A noticeable shift has been seen in using less in-house labor.
- . Owners working more hours now, cutting back on the many benefits previously enjoyed in strong economy.
- . It may take 90 days to recognize a problem and worse yet another 90 days to turn it around
- . WATCH THOSE DASHBOARD REPORTS!
- . Don't rehire too quickly when the work starts to come back; stay lean and mean.
- . Despite a reduced working staff, more production is expected from employees.
- . We must be ON TIME and ON BUDGET.
- . Do not cut marketing!
- . Repair your company prior to a problem. You can't overhaul y