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OF CINCINNATI

The Monthly publication of the Cincinnati Chapter of the Automotive Service Association

UNDER THE HOOD

December, 2008

December 11, 2008 Board Meeting

Treasurer's Report

All bill paid. We need to work on getting meeting attendance up to maintain our account balances.

Old Business

State office reorganization is still underway. The State Board has applications in hand for new executive director, sifting through them.

New Business

If you are using ASA state supplied CSI cards, please stop using them until further notice. They are not first class mail and will not be forwarded. When the office gets back up and running we will let you know.

Secretary's Report

Some mail returned last month. We will be checking with members to make sure we have correct address. If you would like your minutes to be sent by email and save us postage, let me know. We are working on setting it up this year.

Sunshine

Mary Schirmer was back in the hospital. Keep her in your thoughts and prayers.

2009 Meetings

We have some great speakers lined up with some interesting topics and things to help you run a profitable business, but we still need your input. Members have some of the best ideas. Don't be selfish, share what you are doing that works.

The board is working on the calendar for 2009. There are some great speakers and topics we are looking at to help you run your business. Our associates have some great new programs available. We are trying to nail down the schedule for six months out to help you plan. We will be having Bill Haas back in town this spring. Linda is working out the details of a networking seminar. We all network but with a little training you can really get more contacts and better contacts. We have the dates down for meetings. As soon as we get confirmations for topics/speakers, we will get them out to you.

Christmas Party, December 6, 2008

Thank you to all who braved the ice and snow to attend. We had a good mix of members and associates. Thanks to Joe Sanfillipo, Linda Weil and Tony Strassel for putting everything together, and to everyone who brought canned food to share.

THE BIG WINNERS WERE:

Poinsettia Planter: Linda Weil

Split the Pot: Janet Bessenbacker

\$100.00 Gift card: Richard Luken Sr.

Dewalt Tools: Bark Bessenbacker

Gatlinburg Weekend: Kim Eppens

Wine Basket: Laura Charette

THANK YOU TO OUR SPONSORS!

Without the support of these generous folks, we wouldn't have such great door prizes.

- KOI Auto Parts
- NAPA Auto Parts
- Dan and Teri Torbeck
- Lindale Auto Parts
- Oil Distributing
- Zurich
- Jasper Engine and Transmission



Meet the Board

**President/
Treasurer**



JOE SANFILLIPO
(513) 367-9200

**Vice
President**



TONY STRASSELL
(513) 922-0534

**2nd Vice
President**



BILL SCHIRMER
(513) 631-4455

Secretary



JAMIE CHILCOAT
(513) 367-6721

**Assistant
Treasurer**



LINDA WEIL
(513) 851-9056

Dates To Remember

Dec. 1, 2008
ASE Test registration open online

May 7, 12, 14, 2009
ASE Test dates

Jan 8, 2009
Board Meeting
everyone is invited

Jan 9-11, 2009
KOI Cavalcade of Customs
See your KOI salesperson for training opportunities.

Jan. 27, 2009
General Meeting
Tom Moon, SCORE will cover financial statements and planning. Understanding your Profit and Loss, Balance Sheet and Budget forecasting. These tools are what separates a business from a hobby. Tom will cover terms your accountant uses, what they really mean and how to use these financial statements to run your business more profitably.

Feb. 5, 2009
Board Meeting

Feb. 24, 2009
General Meeting. Jasper Engine has an excellent management seminar we are trying to book.

March 5, 2008
Board Meeting

March 6-8
ASA Missouri/Kansas VISION conference and trade show.
Two scholarships are available covering registration and 2 nights lodging. There will be 6 management classes and over 40 technical classes available. For more information go to www.visionkc.com. Scholarship deadline is Jan 10, 2009.

March 31, 2009
General Meeting

April 9, 2009
Board Meeting

April 28, 2009
General Meeting

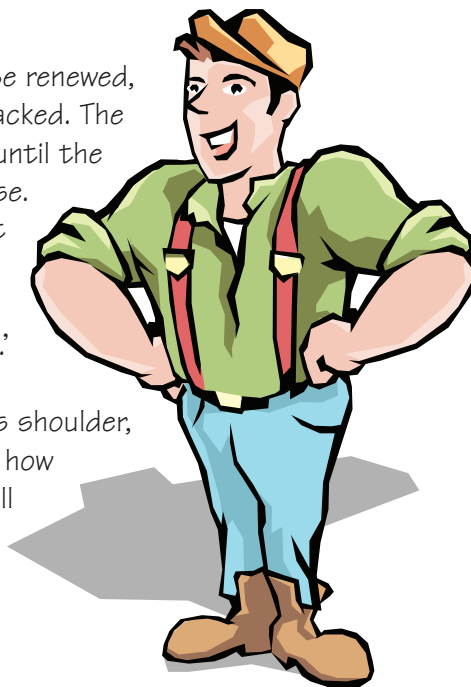
April 30-May 2, 2009
ASA National Convention and Meeting, Orlando
Asashop.org for details

May 7, 2009
ASA Cincinnati PAC Dinner

December 5, 2009
Christmas Party.

"When I went to get my driver's license renewed, our local motor vehicle bureau was packed. The line inched along for almost an hour until the man ahead of me finally got his license. He inspected his photo for a moment and commented to the clerk, 'I was standing in line so long, I ended up looking pretty grouchy in this picture.'

The woman beside him peered over his shoulder, then reassured him, 'It's okay. That's how you're going to look when the cops pull you over anyway.'"



January 27, 2009 General Meeting

How to Read your Profit & Loss and Cash Flow Statements



Come to the meeting and get your New Year off to a smart financial start!

Location

Montgomery Inn, Montgomery Road

Time

6:30pmNetworking/
Dinner Orders Taken
7:00pmProgram Starts

Speaker

Tom Moon from SCORE will be our presenter.

Cost

Dinner and Split the Pot is \$20 per person

RSVP

BY FRIDAY, JANUARY 23, 2009
Linda Weil
851-9056
mgbody@one.net

What you will learn:

- How to use the Income Statement to monitor performance
- What a Cash Flow Forecast is
- How a Cash Flow Forecast is derived
- What a Cash Flow Forecast tells you
- How you can make a profit when you run out of cash
- What your Balance Sheet tells you about where your cash is going