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May General Membership
The May 31 meeting will focus on wealth creation and include a panel of experts from among the members.

Leadership Steps Up for Election

In May, Tabor members will vote to give two-year terms to a slate of executive officers. Excellent candidates have stepped up to accept roles as president, vice president, secretary and treasurer. The remaining members of the board, our committee chairpersons, are appointed for two-year terms by the president with approval of the full board.

The candidates are:

President
Ollie Garrett
Darryl Russell

Secretary
Angela Tarah

Vice President
Lewis Rudd

Treasurer
Glenn Gregory

To participate in the vote, your dues must be paid as of May 21. Members will be sent a ballot on Saturday May 24 via e-mail from the election committee, currently chaired by Craig Dawson. You must reply with your vote by Friday, May 30 or bring your ballot to the monthly membership meeting on Saturday, May 31.

At right begins a summary of information provided by our candidates for president.

Read the rest of Garrett's profile on page 2

Read the rest of Russell's profile on page 3



Ollie Garrett
President,
PMT Solutions

I believe the President of Tabor 100 should be a professional business leader having a passion for the organization, a passion for the growth of minority businesses, and a willingness to collaborate with others.



Darryl Russell
President,
Russell Group LLC

There are four areas that I believe that we should focus on..

1. We need to develop our membership process so that new members are engaged in a committee from the beginning.

Tabor Sponsors Enjoy View From Space Needle



Every year the Tabor 100 Gala Committee holds a reception to thank sponsors of the annual Gala and introduce new sponsors to the organization. This is the second year the Space Needle has hosted the function.

How to advertise Organize Your Thoughts Before Marketing Your Business

By Victor M. Andino

I have been working with some Tabor friends on creating promotional materials. Although one friend wanted a new business card and the other had me editing and writing pages of content for a web site, the planning was the same.

Here are a few tips to help you focus your thoughts when it comes to promoting your business or service.

Know what you're selling

This may seem obvious, but its vital for you to be able to speak in clear terms about what you have to offer the customers. Let's say you sell pizza. While you won't have to educate people about your product, you will want to say something about your pizza to help make it stand out from the crowd.

Know your customer

You always want to think about who your audience is when deciding each marketing piece. A corporate client will have different expectations than a retail consumer. But both want to know what value you will bring them, so think from the customer's point of view.

Use diverse formats

No one should rely exclusively on one format to promote his or her business. Business cards, no matter how descriptive, can only say so much. Today, consumers expect to find you on the Internet, so a web site, blog or just a web listing with your profile are essential (web listings are free to Tabor members on Tabor100.org). Use these tools to describe what you do best, tell people about your experience in your field and how to reach you. A brochure can also be a useful tool if you have several features to your product or service. And don't feel locked into the tri-fold format. You may be able to put your message into a half-page or eye-catching flier.

Get out there

Unless you own a big-box store, you can't sit around waiting for customers to come to you. Again, this may seem obvious, but how much time do you dedicate to networking and actively selling your business? Position yourself in places where you might find customers. Sometimes they're all around you! More than once, I've been approached while shopping, and handed a business card. And there are always business-to-business



Andino

functions, like Tabor's Meet-and-Greet sessions and general membership meetings to go to. Develop a plan that puts you and your materials in front of your customer regularly.

Taking the time to really think about what you're selling, knowing who your customer is and what the customer wants, and taking the initiative to seek them out will improve your chances of increasing your business.

Victor Andino is the Tabor Journal Editor and a Communications Consultant for the state Health Care Authority.

Garrett: I have demonstrated the ability to build true partnerships

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I feel I am qualified in all these aspects. My service to Tabor 100 has been selfless and motivated by the desire to see other business owners, particularly our younger business owners, succeed.

As Chair of the Economic Development Committee I have demonstrated the ability to build true partnerships with mainstream public and private organizations.

Tabor 100 is being viewed as a partnership with quality businesses who deliver quality results, not black businesses that want a favor. Win-win relationships have resulted.

The value these companies place in Tabor can be seen in our meetings and in our membership.

I have shown that I can mobilize organizations and motivate individuals to work together to achieve great results.

I have delivered value to individual Tabor 100 members. As a result of the Meet-and-Greets and other forums I have helped to create:

- o At least 7 contracts have been awarded or signed
- o More than \$100,000 of work has already been performed
- o More than \$1,500,000 worth of opportunities are currently being worked and tracked
- o Our businesses are being strengthened by the coaching and feedback

provided from actual decision-makers

- o All this has occurred after only a few Meet and Greets!

I am just getting started.

Tabor is blessed to have talented, dynamic leaders coming to the foreground. I would be honored to serve as your President and I humbly ask for your vote.

Ollie A. Garrett

Members Reconnect at Monthly Meetings

The April General Membership meeting gave members a chance to learn about business opportunities and to network among fellow members.

Last month's meeting included a campaign speech by Dino Rossi, the Republican candidate for governor.

Britt McAlister, Vice President and Relationship Manager of Evergreen Bank, also spoke and offered to discuss business financing with members.

After the meeting, you could see members getting reacquainted and trading business cards with new acquaintances.

The next meeting will be held 10 a.m. to noon on Saturday, May 31, at Mount Zion Baptist Church.

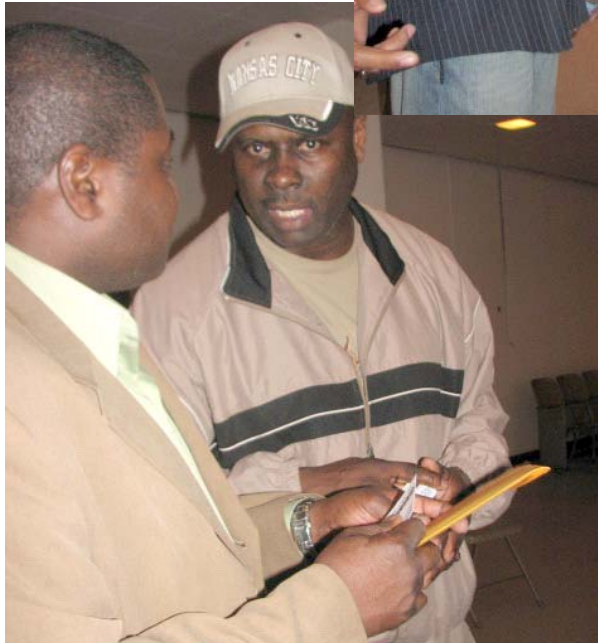


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Russell: I remain very passionate and committed to Tabor 100 and the work we do

This means streamlining the membership process and improving the web site both in appearance and in functionality.

2. I have worked on our organization's business plan, which is critical to helping the organization continue our good work in the community. It is also integral to supporting the Fund Development Committee in requesting funds from donors.
3. I plan to partner with community organizations to challenge obstacles to business development. The goal is to continue connecting with other groups that share a similar view in the economic development of communities of color. This area is consistent with the work I have been doing with the Northwest Minority Business Council (NMBC), where I represent Tabor 100 on both the Board of Directors and the Minority Business Enterprise Input Committee (MBEIC).
4. I remain very passionate and committed to Tabor 100 and the work we do. I have worked in a variety of positions within this organization, which has allowed me to have a well rounded perspective on how to lead us. I will ask each of you to give Tabor 100 a minimum of six hours a month to help us achieve our goals. I commit to you that we will have a transparent operation with open communications and accountability from all.



In order to make this happen, I ask for your support. I would be honored to serve as the President of Tabor 100 and ask for your vote.

Darryl Russell



September 13, 2008

Washington State Convention Center

Tabor Board

Tabor 100 Leadership

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Chair Mat Harris, Imports and Things
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Communications & Technology Committee
Chair vacancy

Tabor 100 is a 501c3 non-profit association of individuals and business people dedicated to economic development, educational excellence and social justice for all people. Its efforts focus on elevating dialogue regarding how people of color can be full participants in the Washington State economy.

Get involved. Join a Tabor 100 Committee

Standing Committees

Business & Legislative Committee: serves as liaison with business and legislative organizations on issues of concern for Tabor 100.

Communications & Technology Committee: provides the marketing and technology capabilities to promote Tabor 100. Responsible for maintaining and publishing the Tabor 100 web site and newsletter.

Economic Development Committee: promotes initiatives impacting economic development, wealth creation and business opportunity in the minority community.

Education Committee: builds, develops and articulates the business knowledge base of the Tabor 100; defines plans to meet community educational needs; and facilitates youth mentoring activities. Provides recommendations on organizational and member development issues.

Membership Committee: coordinates and promotes membership recruitment initiatives for Tabor 100, and processes new members into the organization. Maintains active and inactive membership list, and reports on new members.

Unity Gala Committee: serves as the team responsible for Tabor's yearly Gala event. The charge of the Committee is to solicit input from Tabor 100 members on the purpose, date, time, place and budget for the event and execute all aspects required to hold the event.

Ad Hoc Committees

Fundraising Committee: responsible for developing fundraising strategies and seeking charitable donations and grants in support of Tabor 100's activities and programs.

International Development: works to build strong alliances with organizations and individuals interested in the development of, and education about, international trade.

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