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VOLUME VII • ISSUE 1

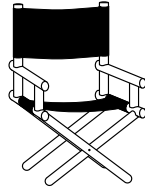
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SUMMER • 2004

NETWORK

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The Director's Chair



Dan Doody
Executive
Director



by Dan Doody, Executive Director

Half-way through 2004, NPI is on target for at least a 50% increase in membership in Florida. Kudos to our team Regional Directors (2), Area Directors (9), and more than 750 members working together with enthusiasm to reach our goals both personally and professionally for 2004.

Watch the mid-year tally in Pinellas County of our friendly inter-chapter rivalry for growth. Remember big \$\$\$'s are on the line, not to mention bragging rights.

NPI's monthly after hours continue to be a great opportunity for meeting members of the other chapters while increasing your own sphere of influence. The June and July socials will be held on the third Wednesday of the month, look for announcements at your chapter meetings. See you there!!!

While we enjoy our summer vacations, so you don't forget to network, an exciting contest kicks off on July 4 until Labor Day (Sept. 6) for members in Pinellas, Pasco, Broward and Miami-Dade Counties. Any member who sponsors 2 or more members will receive \$100 in cash from NPI. The member who sponsors the most new members will receive an additional \$250 cash bonus. All winners will receive a free business card size ad in Network Ink (with the top winner enjoying a half page ad). Area Directors excluded.

For Area Directors in Pinellas, Broward, Pasco and Miami-Dade, the A.D. who has the most new members join will receive \$250 cash in addition to their current compensation.

Go team and thanks for all you have done for NPI so far this year!!!!

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Chapter Chatter

Message from Hillsborough

Shelley Campbell, Regional Director

It's June and networking is HOT in Hillsborough! On May 14 nearly 50 members met for our first Networking Seminar. It was a motivating morning with member speakers Dr. Saralee Fackelman with Personal Growth Coaching, Inc. speaking on the 28 Principles of Attraction for Success along with Terry Wood and Joe Combs with Peak Performer, Inc. leading us in a revealing exercise on Creating All-Star Teams. Our day was rounded out by our very own Dan Doody presenting New Member Training and a session of Power Partner Networking. If you missed it this time, we will do it again.

I am so pleased to announce our first Area Director, Rick Alvarez. He has been a strong networker with NPI since October 2002 and will initially be working with the Downtown and Town & Country chapters as he builds his Financial Advisor business with Met Life. Welcome, Rick!

We have a new chapter practically in my back yard. The 12th chapter in Hillsborough, the Valrico chapter, meets for lunch on Wednesdays, 11:45-1:00, at 902 East, 902 E. Brandon Blvd. Who do YOU know, like and trust who could become a contributing member of this chapter?

Taking the cue from our Executive Director, I would also like to announce our "Summer Sponsors" Contest, July 4 - September 6 Labor Day. Any member who sponsors 2 or more members will receive \$100 CASH from NPI and the member who sponsors the most new members will receive an additional \$250 CASH BONUS. All winners will receive a free business card size ad in Network Ink with the top winner receiving a half-page ad. The summer is getting hotter!

Energetic, Enthusiastic, Ambitious. Dedicated to building Relationships, our Businesses and our Chapters. That's who we are in Hillsborough. Come take a look.

Palm Beach County

Charlie Martin, Regional Director Palm Beach County

This has been a very exciting quarter and we look forward to enjoying even more success in the months to come. Network Professionals, Inc., has played a huge role in networking activities throughout Palm Beach and Broward County beginning with the South Florida Business Expo that brought in at least six members to our chapters. Also, attending the Fast Pitch Networking activity has done equally well in bringing in new members.

The growth we are experiencing is making the entire Network Professionals network a very strong organization. I challenge everyone to go to the website when you are looking for a service not in your chapter - use the search category (found in

the Members and Chapters link) to find those who are nearest you to meet your needs. Those with unique categories, make an effort to call the President of a chapter and set up a visit. What a great way to utilize the value of NPI. "Remember a Member"

I have added a new Area Director. Peter DeJoseph, President of the Wellington Chapter, and Mortgage Broker for that chapter, accepted the position of Area Director for Central Palm Beach. I am very fortunate to have Claudia Camacho (Grown Bank) and Peter working together to add new chapters to our success story. Peter will be adding the Jupiter Chapter and the Downtown WPB Breakfast Chapter to our openings for the coming quarter. He already has members signed up for both chapters and is eagerly searching for just the right places to meet.

This quarter - Claudia Camacho opened the Lake Worth West Lunch Chapter, while I focused on launching the Clematis Street Downtown Lunch Chapter and the Ft. Lauderdale Lunch Chapter - all adding to the expansion NPI is experiencing this year.

We launched the Delray Beach Breakfast Chapter in April and what a launch it was! So many of my other chapter members rallied to the launch giving accolades about what NPI is doing for them in their chapters. Because of this, the Chapter has made a quick jump-start and has already established it's officers and the referrals are racing around the table. President Neil Nicolosi (State Farm Insurance) and his team are into some great marketing plans for each other.

Two Chapters, the Boca Mizner Breakfast Chapter and the Boca Glades Lunch Chapter have celebrated anniversaries this year. Leading these two chapters are Presidents Dr. David Maklan and Bruce Silver (respectively). These chapters are establishing themselves in the networking world and the bonding that is taking place is producing the type of referrals that means success to all.

The annual Spring Fling brought members of the Broward and Palm Beach County together for the 2nd year and lots of good networking took place at this event. Please check out all the photos in the following pages.

As I tell new members, the annual fee of NPI is buying you a ready made sales staff. Just as you have to train your sales staff, you must train your fellow members in your products and services. This is what you think about when you offer your infomercial and your presentation. Teach us how we can sell your product. Tell us who are the best referrals for you. Tell us new things as they happen. How many times have we heard "I didn't know you did that" after a presentation. Get together with your fellow members for coffee and talk about your businesses.

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NPI Members – Have You Ever Considered Team Marketing?

*By: Dale W. Hutchings, APR
St. Petersburg Downtown Breakfast Chapter*

Recently I did a newsletter for fellow NPI member and client Dr. John Ferullo, DDS, MS, a St. Petersburg dentist in the Bank of America Tower Building. The newsletter was mailed to residents living in the downtown area. To measure the effectiveness of this publication, I recommended that Dr. Ferullo include in the newsletter a trivia contest. Readers were asked to answer 10 true or false questions and either mail or bring in their entries to Dr. Ferullo's office. From those who correctly answered all 10 questions a winner was drawn. What the winner would receive we decided was a fruit basket from Wilson-Lentz Florist, another NPI member in our chapter. When I asked Liz Leber, owner of the shop, if she would team-up with Dr. Ferullo for this promotion she was all for it.

In mid-May a young woman, Tracey J. Gross, a health services representative with the Florida Department of Health, who had mailed in her entry was drawn as the winner of the contest. On the day Tracey was awarded her big fruit basket at Dr. Ferullo's office, her first comments after walking into the dental office to Florist Liz Leber were, "Oh, what a lovely fruit basket. Thank you so much. I want you to know I am getting married. I want to hire



Dental Trivia Contest Winner Tracey Gross, center, receives a giant fruit basket, from St. Petersburg Dentist Dr. John A. Ferullo, left, and Liz Leber, right, president of Wilson-Lentz Florist, who donated the winning prize.

you, Ms. Leber, to do the flowers for my wedding."

A short time later she had yet another surprise. This one was for Dr. Ferullo. It went something like this. "Oh, what a beautiful dentist office you have. I want you to clean and whiten my teeth so I'll have a great smile when I get married." Just like that Dr. Ferullo got a new patient.

The purpose of this little success story is to convey to you the importance of what I call "team marketing" within NPI. A vast majority of us are small businesses. We don't have big marketing budgets. But by working as a team whenever possible with one or more NPI members, bringing to the team our time, talents and a portion of the dollars necessary for a particular marketing endeavor, endless possibilities await us that will benefit everyone on our team.

Many of our chapters have a multitude of health care professionals. Why go it alone when you participate in a health fair? Why not instead share the cost of a booth with one or more other NPI health care professionals in your chapter or from other chapters? Better yet, why not organize a health fair with several other NPI health care

NPI Members contd. on 11

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Hire Your Kids This Summer and Save Taxes

by Thomas Wagner, Jr., C.P.A., C.V.A.
Program Chair for the Wellington Chapter

Here's a great tax-saving idea for those who have teenagers who can work part-time in their businesses. Hire the kids as legitimate employees. This strategy works best if your business operates as: A husband-and-wife partnership (owned only by you and your spouse). A husband-and-wife Limited Liability Company (LLC), which is treated as a husband-wife partnership for federal tax purposes. A sole proprietorship. A single-member LLC, which is treated as a sole proprietorship for federal tax purposes. This same strategy also works well (though not quite as favorably) for other types of business entities, such as a C or S corporation, a partnership or LLC that's not owned strictly by a husband and wife. Let's first see what happens in the best-case scenario: the husband-wife partnership or sole proprietorship.

As long as your employee-children are under age 18, wages paid to them by the business are not subject to Social Security, Medicare, or federal unemployment (FUTA) taxes. The news gets better. For 2004, a child can also shelter up to \$4,850 of wages from federal income tax with his or her standard deduction. Bottom line: Your child will probably owe little or no federal income tax at the end of the year. Your side of the deal is equally appealing: You get a business deduction for money that, as a parent, you probably would have given your child anyway. This write-off re-

duces both your federal income tax and self-employment tax bills. Your adjusted gross income (AGI) is lowered, which means there is less chance that you'll be subject to unfavorable AGI-based phase-out rules.

Meanwhile, your child can save some, or all of the wage money, and invest it. The investment earnings and gains will be taxed at your child's low rates, usually no more than five percent on long-term capital gains and qualified dividends and no more than ten or fifteen percent on ordinary income from interest and short-term capital gains. (This assumes the "kiddie tax" doesn't apply to your child's investment income). With good planning, some of this investment income can eventually be used to pay part of

Hire Your Kids contd. on 9



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Even Dr. Phil Has a Coach!!!

*By Sara Fackelman--Personal Growth Coaching, Inc.
Plant City Chapter, Hillsborough Region*

So just what is personal and/or business coaching? Imagine a locker room and the coach of the football team giving a few words of encouragement before the big game. The team would not go out on the field without having a coach to help them win. The same goes for your personal life and/or your business. Coaching encourages the development of an intimate relationship and to form a partnership that facilitates the growth and goal achievement of the client. In order to achieve a goal, we must first conceive the idea, create a plan and know what it is we want. Having the idea is the first step in creating what we want. We then must create a plan of action that will make it possible for us to reach the goal. But this is not enough. It doesn't stop there. The only thing that will move us forward beyond a strong desire, is action itself. By taking action, we create the movement that is necessary to make things happen.

Hopefully, you are reading this and thinking, "So what? I know this." I think we all know this: Action brings results. The problem is that somehow just knowing it isn't enough. Knowing that we need to take action and actually taking action are two different things. Most people know what they need to do. It is the not doing that gets in the way. What happens to many of us is that fear steps in the way and stops us from moving forward. We have to face that fear and move forward. Coaching clarifies where you are now, helps you create what you would like to achieve, have in your life or who you would like to be. It involves helping you develop strategies and specific action steps to get there and to define success in your own terms. A coach often provides or facilitates clarity, support, accountability, focus, inspiration, challenge, lightness, and direction.

Coaching is not therapy, counseling or psychology, although it draws from a range of disciplines. Coaching is more concerned with results rather than understanding or processing. The focus is on ACTION!!! Coaching focuses on the future rather than the past and takes people who have achieved many of their goals in life and helps them become exceptional. A coach does not provide subject

Even Dr. Phil contd. on 11

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Greg Savidge, WPB Breakfast Chapter and Brian Wheeler, PGA Chapter speak with guest at recent event.



Dan Doody's Goldmining Seminar with over 35 members and guest in attendance.



Dr. Shawda Morena, Social Chair with Kathleen Hulbert, Membership Chair at the Wellington Social event held at member Don Carter's Bowling Center.



David Zatz, Pam Orzan, Mr. & Mrs. Don Wilk, Jordan Lechner, enjoy the Mizner Chapter St. Patrick's day and 1st anniversary party of the Mizner Chapter



Charlie Martin, Regional Director, surrounded by Presidents Tom Kriete, Peter DeJoseph (new Area Director), Claudia Camacho (Area Director) Dr. Makland and Bruce Silver at Spring Fling.

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Connie Kros (Wellington), David Zatz, (Boca Mizner) and Eric Jacobson, Area Director Broward County



Hector Deleon, Palm Beach Preferred Chapter member (World Class Entertainment and evening's DJ) with Andrew Hulbert also of the Palm Beach Preferred Chapter, and his wife Kathleen of the Wellington Chapter




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Ana Bolonas (Boca Glades) Jordan Lechner (Boca Mizner) and Kathleen Hulbert (Wellington) are hostesses with the mostest for the Spring Fling



Robert Zeigen, (Boca Glades) Gilbert & Lisa Nau, (Delray Beach) Ana Bolanos (Boca Glades) enjoy the 2nd Annual Spring Fling



Eric Jacobsen and teh Coral Springs Chapter



David Zatz, Dr. Maklan, David Ventura and Darin Mellinger view the tasty chocolate treats for the anniversary celebration.



The Wellington Chapter



Dan Doody gives \$25.00 gift certificate for attendance award to Boca Glade's Chapter President, Bruce Silver and O643, Michael Eisenrod, Program Chair, Boca Glades Chapter



Dr. Shawda Moreno , Cheri Knotterus, Tina Kennedy and President Peter DeJoseph at Wellington's family social evening.

Charlie Martin - participating in Chili Cook off (took 2nd place) for Hospice Children's Fund - sponsored by the Ladies of Harley, she is a member



Charlie Martin, Regional Director is assisted by Sheryl Wilk-Sparrow, Boca Mizner Chapter during the Spring Fling raffle of door prizes.



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What Is a Public Adjuster and Why You Need One!

by Mike Gavlick, Sunshine Adjustment Corporation, Dunedin Chapter

Are you a homeowner? If so, you more than likely have homeowners insurance. Chances are you've dealt with your homeowner's insurance company, involving damage to your home or personal property. After the experience, have you ever felt cheated? Past history reveals that the insurance company's adjusters are trained to save the company money. Why shouldn't you have an experienced adjuster who has expert knowledge on loss adjustments working on your side? One who knows your homeowner's policy with all its "gray" areas.

Is your damage a result of a sudden and accidental occurrence? Example: storm damage, fire, pipes burst, etc. Or is it the result of a continuous and on-going situation? Example: A slow leak in your drain pipe that only leaks when you take a shower or do the dishes. Did you know that your are not covered for a continuous situation?

When you notify your agent or company of a loss, it is their duty to act promptly and fairly. The guide lines are set forth within the conditions of a policy "which a homeowner seldom reads". These so called conditions are the basis for payment and or denial of your claim. A licensed and bonded public adjuster reviews your policy and is able to read between the lines in regards to claims that may or may not be covered. Once coverage is accepted by the insurance company, the public adjuster's job is to obtain the MAXIMUM amount recoverable thru the limits described in your policy. The claim is basically handled from start to finish by the public adjuster, including contacting the insurance company, preparing estimates, and meeting with the insurance company's adjuster and eventually negotiating settlement to you claim. This removes the headache from the homeowner allowing them to focus on their job and family needs.

A professional public adjuster charges a small percentage of what the insured receives in settlement. They don't receive any fee until the insurance company actually issues the check to you. So, basically, "they don't get paid until you get paid." Their fees are usually "contingent" and similar to how attorneys and realtors charge their fees.

What each homeowner needs to remember is: your insurance company hires professionals to protect their interest. WHY SHOULDN'T YOU?

COOPETITION

by Jane Bracken, Marill Security Services and Member of The Wellington Chapter and PGA Chapter

No, this is not a typographical error but you won't find the word in the dictionary yet either.

Coopetition is a contraction, I suppose, of the words cooperation and competition. Let's look at the definition of the two words separately. Cooperation is defined by Webster's as, "working or acting together for a common purpose or benefit." Competition is defined by Webster's as, "the act of striving to outdo another." Based on those definitions, it is safe to say that these two words are antonyms - opposites. And, some would perhaps argue that by combining these two words, we create something of an oxymoron. Well, I think we create a very interesting proposition.

The definition of coopetition might be "working together to outdo or improve each other for a common purpose or benefit." The definition might be somewhat nonsensical, but you can find some meaning in it. Perhaps most important is the concept of a common purpose or benefit - a goal. Secondary to the concept of having a common purpose is getting to the goal. It is important that cooperation forms the beginning letters of this new term because essential to coopetition is the concept of working together. What the new term takes from competition is the idea of outdoing, performing beyond the current level of performance.

Coopetition is something that we should all aspire to bring into our work. It is a healthy and friendly contest among competitors that makes us all better at what we do. Even competing with yourself - to do a better job, be more efficient, find ways to be more responsive - can bring results to your client, your customer and your community.

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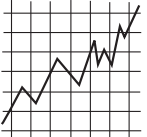
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How Important Are Your Credit Scores

by Christian Hering, National Credit Advisors,
Delray Beach Chapter Member

Credit scores weigh heavily on every critical aspect of your life. Lenders, landlords, employers, insurers, and financial institutions all turn to the 3 major credit reporting bureaus before making their decisions. Unfortunately, Experian, Equifax, Trans Union and the creditors that report to them frequently make mistakes. In fact, a national study performed by the Public Interest Research Group (www.pirg.com) found that 70% of credit reports contain errors (!). Fortunately for consumers, Congress enacted the Fair Credit Reporting Act of 1996, which places the burden of credit reporting proof solely on the creditors themselves. Effective credit repair companies utilize this law to perform their duties and they are successful in removing negative items from their customers credit reports. When choosing a Credit Repair Company, look for positive signs such as a 100% money-back guarantee and collection agency negotiation services. An effective CRC plays an integral role in your financial future, lowering your interest rates and creating new opportunities. National Credit Advisors is one of the credit improvement companies that takes care of just that for all their satisfied clients and their clients.

Bevv Beirl Takes Seat on The Board of PACE Center for Girls

Bevv Beirl, a long time advocate for empowering young girls and women, and NPI member, was recently elected to The Board of Directors of PACE Center for Girls, Inc. PACE is a nonresidential, gender-specific program for girls ages 12-18, who are experiencing difficulty or conflict in school and at home. PACE's purpose is to intervene and prevent high school drop-outs, juvenile delinquency, teen pregnancy, drug and alcohol addiction, and welfare dependency. PACE promotes and enables these young women to complete their education, build self-esteem, and develop personal, social and family relationship skills. Building on this foundation, the students become productive citizens- through responsible decision making. There is no charge for the students to attend the centers. To get more information about PACE Center of Girls, Inc., please call or visit their website at: www.pacecenter.org

Hire Your Kids contd. from 4

your child's college expenses, which means the savings can stretch far into the future.

Another tax-smart idea: Have your child open a Roth IRA and fund it with summertime earnings. They can use these accounts to save money for college, a first home and even retirement. By socking away some of their earnings in a Roth IRA, your youngsters can begin a savings plan that can grow into a small fortune.

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Don't Fight City Hall... Join Them!

by Bob Clark, Clearwater Printing
Downtown Clearwater Chapter

It's an election year. To some that's a huge turnoff. A now deceased friend of mine used to re-read War and Peace as his form of protest against the political system every four years. But elections and politics are a fact of life in America - Thank God!

The old maxim you can't fight City Hall couldn't be further from the truth. What you need to do is join them! What this means is get to know the people at City Hall or get to know somebody who knows somebody at City Hall (we use City Hall generically - the same applies to any government agency). A few "best ways" to do this follow:

- Become familiar with government officials. How? Just walk up and introduce yourself. Elected and appointed officials appear at more events than you can shake a stick at. Get to know them. If you have a specific issue you wish to discuss, let them know. Public meetings are usually not the best place to discuss issues because of time constraints. But ask if you can call or stop by their office and discuss your issue.

- Support good candidates. Don't gripe about elected officials who don't see business' point of view if you vote for someone who has never made a payroll in their life. How do you help? It's not always with your check book. Candidates love folks who are willing to write letters on their behalf, post a sign in their yard or work a phone bank. Does working in a campaign buy you influence? No, but at least local officials know your name when you come knocking.

- Join your local chamber. Each of our local chambers are active voices for their business members. Better yet, join the government affairs committee or similar organization at the chamber. These groups deal on a day to day basis with government - both staff and elected officials. While on the subject of chambers, mark August 10th on your calendar. That's the date of the Clearwater Chamber's Politics in the Park at the Long Center on Belcher Road in Clearwater. It's a great chance to network and meet virtually all the local candidates for office as well as some state hopefuls.

- Finally, don't wait until you have a burning issue to

get to know City Hall. By then, it's often too late. Be proactive about the people who represent you - and the people who work for them.

(Bob Clark is President of Clearwater Printing and served two terms as a Clearwater City Commissioner as well as Vice Chairman for Governmental Affairs for the Clearwater Regional Chamber of Commerce)





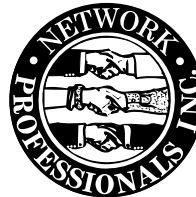
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Even Dr. Phil contd. from 5

specific technical know-how or expertise, but helps you find your own answers and actions to reach your goals. Coaching is usually done one session per week, by telephone for 45 minutes and uses e-mail in between sessions. U.S. News & World Report published that coaching was the runner-up for hottest consulting field in the U.S. in 1997. Coaches follow a certification process and respect the Code of Ethics for Professional Coaches. The International Coach Federation and the International Association of Coaches are the major professional organizations for coaches and are innovative in designing the credentialing process.

NPI Members contd. from 3

professionals and then invite other health care companies to also participate? This will give you, the NPI members participating, more control over the event as well as provide more marketing dollars to promote the event to assure its success.

Another example of team marketing would be for several NPI members in home-buying/home improvement to do a "Home Expo" together. Possible team members for such an endeavor might include: a realtor, an appraiser, an architect, a home inspector, a mortgage writer, a roofer, a home improvement/handy man and a title insurance attorney.

Get the point? Good. Then start thinking today how you might work with other NPI members within your chapter and other chapters to make the most of "team marketing." It may be the wisest marketing decision you make this year in improving your bottom line.

Note: It should also be pointed out in the opening scenario presented that Dr. Ferullo's newsletter was truly an NPI project. Besides the writing and photos I took for it, the publication was designed by NPI member Kim Anton and printed by NPI member Accent Printing.

Dale W. Hutchings operates his own public relations, marketing and advertising firm and specializes in "out of the box" marketing. No stranger to marketing communications, he has been in this challenging business for 30 years.




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Perkins

Tarpon Springs Breakfast

Tuesdays, 7:30 a.m.
Buddy Freddy's

Palm Harbor Lunch

Tuesdays, 11:45 a.m.
Perkins

Icot Lunch

Tuesdays, 11:45 a.m.
Tucson's Restaurant

East Lake Breakfast

Wednesdays, 7:15 a.m.
Maccaroni's Cafe

Downtown Clearwater Breakfast

Wednesdays, 7:30 a.m.
Clearwater Country Club

Yacht Club Breakfast

Wednesdays, 7:45 a.m.
St. Petersburg Yacht Club

New Port Richey Breakfast

Wednesdays, 7:30 a.m.
IHOP

Dunedin Lunch

Wednesdays, 11:45 a.m.
Kally K's

Mid Pinellas Lunch

Wednesdays, 11:45 a.m.
Tuscon's

Clearwater/Largo Breakfast

Thursdays, 7:15 a.m.
Ronnie's

St. Pete Downtown Breakfast

Thursdays, 7:45 a.m.
St. Petersburg Yacht Club

Winners Circle Lunch

Thursdays, 11:45 a.m.
Steak & Ale

Tri City Lunch

Thursdays, 11:45 a.m.
Beef O'Brady's

St. Pete Business Builders Breakfast

Fridays, 7:45 a.m.
Denny's, 34th St./50th Ave.

Central Clearwater Breakfast

Fridays, 7:45 a.m.
Golden Coin

Largo Breakfast

Fridays, 7:30 a.m.
Panera Bread

Contact Dan Doody

(727) 946-0772
Dan@npiflorida.com

HILLSBOROUGH

New Tampa Breakfast

Tuesdays, 7:30 a.m.
Call for Location

Soho Lunch

Tuesdays, 11:45 a.m.
42nd St. Bistro

Brandon Metro Breakfast

Wednesdays, 7:45 a.m.
Mimi's Cafe, Providence

University Lunch

Wednesdays, 11:45 a.m.
Ruby Tuesday, Univ. Mall

Valrico Lunch

Wednesdays, 11:45 a.m.
902 East, Brandon Blvd.

North Tampa Breakfast

Thursdays, 7:30 a.m.
Perkins, Bearss & 1-275

Town & Country Breakfast

Thursdays, 7:30 a.m.
Perkins, Waters & Anderson

Plant City Breakfast

Thursdays, 7:30 a.m.
Park-Side Cafe

Central Tampa Lunch

Thursdays, 11:45 a.m.
Hops, Fowler Ave.

Brandon Breakfast

Fridays, 7:30 a.m.
Mimi's Cafe, Providence

Contact Shelley Campbell

(813) 334-5652
Shelley@npiflorida.com

BROWARD

Central Broward Lunch

Tuesdays, 11:45 a.m.
Broward Mall, Ruby

Coral Springs Lunch

Wednesdays, 11:45 a.m.
Heron Bay, Marriott

Contact Eric Jacobson

(954) 720-9600
Eric@npiflorida.com

MIAMI DADE

Pincrest Lunch

Tuesdays, 11:45 a.m.
Bennigan's, Dixie Hwy.

Coconut Grove Lunch

Tuesdays, 11:45 a.m.
Friday's, Dixie Hwy.

Doral Lunch

Wednesdays, 11:45 a.m.
Longhorn Steakhouse

Coral Gables Lunch

Wednesdays, 11:45 a.m.
Launching March 2004

Kendall Lunch

Thursdays, 12:15 a.m.
The Fish House

South Miami Lunch

Thursdays, 12:15 a.m.
Launching Feb. 2004

Contact Lizette Cruz

(305) 385-6156
Lizette@npiflorida.com

PALM BEACH

Clematis Street Lunch

Tuesdays, 11:45 a.m.
Maison Carlos, WPD

PGA Lunch

Tuesdays, 11:45 noon
Abey Road Grille, PBG

Boac Mizner Breakfast

Wednesdays, 7:15 a.m.
Levy's on the Park, Boca Raton

Lakeworth West Lunch

Wednesdays, 11:45 a.m.
Palm Beach Golf & Country Club

Ft. Lauderdale Sunrise Lunch

Wednesdays, 11:45 a.m.
IL Mulinos, 1800 E. Sunrise

Boca Glades Lunch

Wednesdays, 11:45 noon
Pete's Restaurant, Boca Raton

Delray Beach Breakfast

Thursdays, 8:15 a.m.
Boston's on the Beach

Wellington Green Lunch

Thursdays, 11:45 noon
T.G.I. Fridays, N. SR7

Palm Beach Preferred

Fridays, 7:15 a.m.
Palm Beach Golf & Country Club

Downtown WPB Breakfast

**Boynton Beach
Jupiter Lunch
Royal Palm Beach**
To Be Announced

Contact Charlie Martin

(561) 213-1502
Charlie@npiflorida.com



Website... npiflorida.com