

MINUTES OF DIAMOND WEEKEND MEETING
SATURDAY, 19TH FEBRUARY 1994

Present: Dan Shuster
Andy Norman
Paul Smith
Louise Henderson
Dave and Denise Butler
Bill and Maureen Cherry
Bernie and Janet Desouza
Pat and Greta Gregory
Dave McCune
Jerry and Mandy Scriven
Pat and Eileen Stranney
Stephen and Gemma Stranney

Absent: Trevor and Jackie Lowe

Dan Shuster opened with an overview of the UK operation, reporting a 40% growth in business so far this fiscal year. We expect to see 5,000 applications in February and a turnover of 50 million this fiscal year. Next year we are anticipating a turnover of 70-75 million.

It is imperative that the corporation is properly organised to support the expected increase in business and, with this in mind, there are two main areas of investment envisaged. One is to move to a new facility in East Milton Keynes and the other is to invest heavily in technology for all areas of the operation. To support this development, we will be recruiting an MIS Manager and extra support staff within the MIS (computer) department. Within other areas, more depth of management will be encouraged to develop second-line management. At the same time, it is considered crucial to maintain the corporation's relationship with the distributorship.

Leaders were enthusiastic about the possibility of distributors linking straight into the corporation computer, something which has successfully been utilised in other affiliates and a facility which Dan hopes to introduce to the UK market.

10,000 PV PLAN

This will be a standard Plan for Europe and will be implemented on 1st September 1994. The effort level will not be increased.

Leaders were very annoyed that such a decision had been made without any involvement on their part. They also felt that the time frame for implementation was very tight and did not allow much time to 'prepare the ground'.