# Meeting Minutes

**GLOBAL PAINT FOR CHARITY, INC.**

MINUTES OF THE MEETING TO DISCUSS
THE THREE MOST CRITICAL ELEMENTS TO MAKE AN OFFER IRRESISTIBLE

HELD ON THURSDAY, SEPTEMBER 30, 2021, 03:30 PM - 04:15 PM EST

LOCATION: ZOOM

The meeting (the "Meeting") of the team members of Global Paint for Charity ("GPC") was held virtually on Thursday, September 30, 2021, from 03:30 PM - 04:15 PM EST.
**Rony Delgarde**, CEO and Founder, Global Paint for Charity, Peachtree Corners, GA
**Alex Mandossian**, Executive Coach and CEO at Marketing Online, San Francisco Bay Area
**Rachel Zhu**, Supply Chain & Logistics, Management Trainee at McMaster-Carr, Atlanta, GA
**Mike Singh**, the Chairman and CEO of Telkom Caribe Group, Miami, Florida
**Michael Harville**, Retired Vice President of Sales at Sherwin-Williams, Atlanta, GA
**Mike Albright**, visionary entrepreneur and founding partner at ZigaVite, Saas B2B engagement platform. Co-Founder of Tylu Wireless Technologies, Chicago, IL and Atlanta, GA
Six members of GPC attended the meeting, with Alex Mandossian serving as Executive Coach and the Moderator of the Meeting. Mr. Delgarde called the meeting to order at 3.30 PM. EST.

## Discussion Notes:

Mr. Alex Mandossian started the discussion requesting Mr.Rony Delgarde to share the meeting objectives. Mr. Delgarde expressed that the goal is to lay out a plan to build a stronger team that represents GPC in the best possible way to serve the mission. The key is to build trust and gain commitment from the supporters to generate donations that help the organization grow further. Mr. Mandossian seconded the motion and added that every individual within the organization should have a clear understanding of the three most critical elements that will enable the team to reach its goal; they are:

1. **Why this:** The reasons why someone should invest (Resources or funding) in this organization, what is in it for them, and how relevant it isn't.

2. **Why us:** GPC vs others—Why is the organization uniquely qualified to offer, what makes it credible over the other organizations?
3. **Why now:** Why would someone invest now vs later.

**Team's Response**

**Rachel Zhu**

**Why this offer:** Currently, we are on a global scale and are more concerned about environmental conservation. GPC has gained a unique position in the community through its initiatives. It has helped us give back to society in a straightforward fashion and, yet, very effectively.

**Why Us:** We are among the very few non-profits that accept waste paint as donations, which is very hard to dispose of otherwise, so GPC creates a very unique opportunity for the community to give back through a very sustainable solution.

**Why Now:** Because of the pandemic, more than ever people are renovating their houses and worried about how to dispose of the leftover paint, so this is the perfect time to get a national return by the slightest effort.

**Mike Sing:**

**Why this offer:** We need to differentiate ourselves based on our core values. What is our goal, and what do we intend to achieve, whether it is combating climate change or reducing carbon footprint, how our initiatives are impacting the lives of the people who live in less than fortunate circumstances?

**Why us:** GPC has a great track record globally for living up to the commitment towards the communities and our environment.

**Why now:** Now more than ever, businesses and individuals need to get involved in environmentally sustainable practices. We need to create the sense of urgency that tomorrow begins today, and investing in GPC means securing the future for us and the future generations.

**Kenny Cortell:**

**Why this offer:** GPC offers a sustainable solution, reduces carbon footprint & brings hope to the lives of millions of underserved people through warm & vibrant colors. Our past or ongoing projects for homeless shelters, substance abuse rehab centers, or care centers for cancer patients have proven Global Paint's impacts on the community.

**Micheal Harville:**

**Why this offer**: There is a need within the communities, and GPC has a proven track record of fulfilling them, changing millions of lives around the world. The testimonials and the reports from the previous projects speak for themselves and establish us as a credible organization to invest in.

**Why us:** Differentiating ourselves based on how we work on sustainability and using the donations judiciously to help the people in need establishes credibility.

**Why now:** Now more than ever is the right time to help an organization like GPC by donating cash or human capital, or even labor to fulfill its goals. Creating a sense of urgency among the donors and making them understand their responsibilities towards the community is the key.

**Mike Albright**:
Seconded by the other members.

**Finishing thoughts:** Mr. Alex Mandossian quoted that going forward, if everyone, based on their understanding, can answer these three questions, it will help the organization to reach the desired goal. Mr. Rony Delgarde seconded.

The team adjourned the meeting at 4:15 PM. EST.