



Illustration courtesy of George and Doris Hauman

Is there anybody....

that doesn't remember The Little Engine That Could with the motto of I-think-I-can? As we face some extremely tough times, we have the opportunity to reflect on what got us here and how the situation might be corrected in another well known story (Luke 15:11-24).

The good news is that anything that is broke can be fixed and any achievement is possible IF we have the right attitude and apply ourselves to the objective. An excellent book, entitled The Answer, by John Assaraf and Murray Smith can be very helpful to any manager, corporate or governmental. We encourage you to get a copy. You'll be glad you did!

YOU have the opportunity to do some incredible things for your community and we would like to help you do them. We do it through a program called *VisionPlus* which is the blueprint for identifying needs and goals. We help you by developing the administrative procedures to get control, streamlining your budget, and creating a working partnership between your administration, the community, and third party resources (like us!). Together, we can be The Little Engine That CAN!

VisionPlus How it works....

Every Mayor, new or incumbent has four basic responsibilities (at least as we see things). They are as follows:

- To protect and serve**
- To administrate efficiently**
- To build trust and confidence**
- To plan for community prosperity**

For incumbents still trying to get things done and the newly elected still playing *who do you trust*, we thought this might be a good time for an introduction. Regardless of whether you have served multiple terms, or if this is your first term in office, one of your primary tasks is to find and select the people who can help you meet your objectives. We would like to be considered as one of your primary resources.

It all starts with a meeting which gives us the opportunity to exchange ideas. If you wish, you can obtain additional information on us at www.communityalliance.info. For now, we will just say that *VisionPlus* is an organization started by Falcon Direct, a long standing supplier of governmental goods and services. You can learn more about Falcon at www.falcondirect.com.

Our original objective was, and is, to provide a service to government administrators which would create a demand for our products and services. Shortly after announcing the program, we quickly learned that there was a need that went far beyond what we were able to do. At that point, we developed an alliance with others offering additional talent and resources.

Fundamentally, our objective is to work with you in three key areas for improvement:

- Administration**
- Budgetary**
- Community Relations**

To accomplish our objective, we enlisted the aid of specialists in the areas of Administration, Energy Management, Computers and Software, Federal and State Compliance, Finance, Fleet Administration, Grants, Insurance, Litigation Avoidance, Public Relations, and Telecommunications.

We begin by introducing ourselves (which we are now doing), then moving to the next step which is your opportunity to take action.

Our services are based on a small fee determined by the size of your community. This is an annual renewable program that can be terminated at any time upon 30 days notice.



Our program consists of the following four elements:

1. A complete review of your current situation following a step-by-step questionnaire prepared for completion by your city clerk and department heads.
2. Submission of our findings for your action.

3. Response to your request for assistance in specific areas in the form of written quotations and statement of work with charge for products or services as applicable.
4. On-going support in the form of attendance at council or civic meetings as desired, plus grant reviews prior to submission. We also have a monthly Newsletter/Blog to keep you informed of new ideas of interest.

One of our most valuable services is assisting you in pro-active litigation avoidance planning. There is no additional charge for this service and it could save your city thousands of dollars per year in legal fees and judgments.

We will also help you maximize the value of your purchasing dollars. **In most cases, the cost of our services is paid for in direct savings within the first month!**

Best of all, you will have a team on your side to help you administrate more effectively with the involvement and support of your community – working together to be a model community. Our annual fees are as follows:

Population	Annual Fee
Up to 2,499	\$600
2,500 – 4,999	\$900
5,000 – 9,999	\$1,200
10,000 – 24,999	\$1,500

The fee for municipalities over 25,000 is \$8.00 per 1000 population.

Our fee includes attendance/presentation at a minimum of two meetings per year plus review of a minimum of two grant applications per year for federal, state, or corporate grants. Additional information on our services is available at <http://coordinator.web.officelive.com/elert.aspx>.

Our services are simple, effective and affordable.

If it is agreed that our services are of potential benefit to the city, the next step is to execute a renewable annual contract with payment of the applicable amount. After acceptance, we will then provide questionnaires for completion by the City Clerk and Department heads. The completion and submission of these questionnaires will allow us prepare specific recommendations for immediate plans for improving administrative procedures, budget reviews, and plans for developing enhanced community relations.

Following review of our recommendations, we will assist the City in implementing the suggested changes. In some cases, we will use the services of others who are part of the *VisionPlus* group. There is no charge for the initial consultation. Specific task oriented assignments will be subject to the normal charges for required products and/or services. The cost, if applicable, will be clearly explained and there is no obligation to accept proposed services. YOU are in control, every step of the way.

Working together, we CAN make your City a model for others of the right place to be to live, work, and play. We look forward to working with you!

We think it's time for a new Little Engine That Could...



We think that Engine could be YOU!

VisionPlus

A service of Falcon Direct
to make your community a better place to live!

**More information available at
www.communityalliance.info**

Little Engine image courtesy of Whittle Shortline