

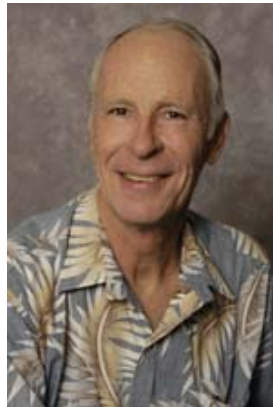
REDEFINING  
THE BEST  
WAY TO DO  
BUSINESS  
IN THE  
21<sup>ST</sup> CENTURY



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JANUARY 20, 2010

**With only 34 reporting for 2009, EAOC members had \$72,729,144 in total sales**



## ABenefitStore.com

Andy Ross, Ken Champion and Doug Whitney are our men from A BenefitStore.com. Ken Champion and Doug Whitney gave the presentation this week. They consider themselves an association of professionals; providing insurance and financial services to their clients.

Ken Champion explained that 1958 was an eventful year. He graduated from college, got married and was drafted into the army. He and his wife, Vonny have three children, five grandchildren and

TO SUCCEED IN  
BUSINESS IT'S NOT  
**WHAT**  
YOU KNOW BUT  
**WHO**  
YOU KNOW THAT  
COUNTS MOST!

### SCHEDULE

Jan 27 Terry Voll  
Terry's Auto Glass  
Hal Grimshaw  
Belden Hutchison

Feb 3rd Mini Talks

### GREETERS

Jeff Thomas  
CalifornIT  
Ed Sohn  
Ubisec Systems  
Lydia Pooler  
Jub Jub Interactive

one great grandchild. In 1983 he decided to be independent so he could do the best for his clients. In 1984 he went into partnership with Andy Ross. Andy handles the life insurance and estate planning and Ken handles group health. Most of Ken's clients have less than 24 employees so he usually deals with the owner. He also specializes in long term care and Medicare supplements.

Ken also gave us a history lesson on what has caused health insurance to increase over the years including space race, unions, malpractice law suits, hospitals wanting to make a profit, etc.

Doug Whitney has been married to Susie for 17 years and they have two boys. He started in the insurance business in 1984 and is licensed with 200 insurance companies. He has no sales quotas so he does not have to push a particular product. He specializes in health insurance and group health.

All insurance brokers really have to sell is knowledge and service and EAOC is lucky because we have the best on both counts. Andy, Ken and Doug really care about what is right for the client.

### MEMBERSHIP

The following firm have has been proposed for membership in the **Executives' Association of Orange County**. Any member who wishes to cast a negative vote please call the Executive Director.

### FIRST PRINTING

**Jimenez Iron Forge**  
**1478 E. Fender Ave. Unit D**  
**Fullerton, CA 92831**  
**Rep. Luis Jimenez**  
**Class: Gates, Railing & Pool Fences**  
**Proposed by Bob Hardman**

## With All this Rain We Could Be In Trouble: Noah's Ark

The Lord spoke to Noah and said: 'In six months I'm going to make it rain until the whole earth is covered with water and the evil people are destroyed. But I want to save a few good people, and two of every kinds of living thing on the planet. I am ordering you to build Me an Ark.'

An in a flash of lightning he delivered the specifications for an Ark. 'OK,' said Noah, trembling in fear and fumbling with blueprints.

'Six months, and it starts to rain,' thundered the Lord. 'You'd better have my Ark completed, or learn how to swim for a very long time.'

And six moths passed. The skies began to cloud up and rain began to fall. The Lord saw that Noah was sitting in his front yard, weeping. And there was no Ark. 'Noah,' shouted the Lord, 'where is my Ark?' A lightning bolt crashed into the ground next to Noah.

'Lord, please forgive me!' begged Noah. 'I did my best. But there were big problems. First I had to get a building permit for the Ark construction project, and your plans didn't meet code. So I had to hire an engineer to redraw the plans. Then I got into a big fight over whether or not the Ark needed a fire sprinkler system. My neighbors objected, claiming I was violating zoning by building the Ark in my front yard, so I had to get a variance from the city planning commission.

'Then I had a big problem getting enough wood for the Ark because there was a ban on cutting trees to save the Spotted Owl. I had to convince U.S. Fish and Wildlife that I needed the wood to save the owls. But they wouldn't let me catch any owls. So no owls. Then the carpenters formed a union and went on strike. I had to negotiate a settlement with the National Labor Relations Board before anyone would pick up a saw or hammer. No we have 16 carpenters going on the boat, and still no owls.'

'Then I started gathering up animals, and got sued by an animal rights group. They objected to me taking only two of each kind. Just when I got the suit dismissed, EPA notified me that I couldn't complete the Ark without filing an environmental impact statement on your proposed flood. They didn't take kindly to the idea that they had no jurisdiction over the conduct of a Supreme Being. Then the Army Corps of Engineers wanted a map of the proposed new flood plain. I sent them a globe.

'Right now I'm still trying to resolve a complaint from the Employment Opportunity Commission over how many Croats I'm supposed to hire, the IRS has seized all my assets claiming I'm trying to avoid paying taxes by leaving the country, and I just got a notice form that state about owing some kind of use tax. I really don't think I can finish your Ark for at least another five years,' Noah wailed.

The sky began to clear. The sun began to shine. A rainbow arched across the sky. Noah looked up and smiled. 'You mean you're not going to destroy the earth?' Noah asked, hopefully.

'No,' said the Lord sadly, 'Government already has.'