

REDEFINING
THE BEST
WAY TO DO
BUSINESS
IN THE
21ST CENTURY



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OCTOBER 26, 2011

With 23 reporting, EAOC members had \$42,368,000 in total sales for 2010



An Empty Chair Does No Business.

Gives No Leads.

Receives No Leads.

Learns Nothing About Their Fellow Members.

Where Were You Today?

**Are You Making Your Attendance
Requirement?**



New Membership Drive:

Sponsor a new member. After they are in the Association for 90 days you will receive one month's free dues or \$120 cash.

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

SCHEDULE

Nov 2 Mini Talks
Nov 9th Open
Nov 16th Bob & Jeff Hardman
Creative Rug Design
Off Site
Nov 23rd No Meeting

GREETERS

Maribel Lopez
The Blooming Branch
Carlos Salazar
Salazar Associates
Lydia Pooler
JubJub Interactive

MEMBERSHIP

The following firms have 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

North Tustin Veterinary Clinic
14081 S. Yorba #103, Tustin CA
Rep. Terry Ryan, RVT
Class. Veterinary Clinic
Proposed by Gayle Stewart

Tustin Hearing Center
12791 Newport Ave. 101, Tustin, CA
Rep.
Class. Hearing Aids
Proposed by Pete Sloan

Welcome Aboard

Maribel Lopez 714-724-4243
The Blooming Branch #11
968 N. Enterprise, Orange, CA 92867
Classification: Floral Designs

Target Classifications

**Membership is the lifeblood
of the association. More members
means more leads!!!!**

Optometrist

Custom Car Audio & Security

Alterations

Awning & Canvas

Auto Detailing

Janitorial

Window Cleaning



NOVEMBER CELEBRATIONS



HAPPY ANNIVERSARY

- 13 Yrs. Joe Lightman
Star Real Estate
- 32 Yrs. Bill Cecil
Merrill Lynch

BIRTHDAY BONANZA

- 11/16 Andy Ross
ABenefitStore.com
- 11/21 Lyle Shelton
Western Reliance Funding
- 11/25 Marshall Davis
Cal Coast Roofing & Rain Gutters
- 11/28 Michael Yang
Michael Yang, DDS



WEDDING ANNIVERSARY

- 11/26 Michael & Jenny Yang
Michael Yang, DDS

Please Note: If the 'Celebration Information' above is incorrect or if your information is missing from the above list, please mail or fax in the correct information to the EAO office immediately.

How is Business?

Is it so good that you don't have to educate your executive sales staff?

How long has it been since you told your EAO sales team about your product and services?

The following dates are open for the rest of the year:

Nov 16th
Nov 30th
Dec 21st