

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



1405 WARNER AVENUE  
TUSTIN • CA • 92780  
PHONE (714) 258-8340  
FAX (714) 258-8391

DECEMBER 14, 2011

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



TO SUCCEED IN  
BUSINESS IT'S NOT

**WHAT**

YOU KNOW BUT

**WHO**

YOU KNOW THAT

**COUNTS MOST!**

Randy Bryan of Shannon-Bryan Mortuary was our host this week. The Mortuary was founded in 1932. The building is over 100 years old with 9,000 square feet. Randy has been in the mortuary business for forty five years. Randy has managed the mortuary since 1988. They considers it a pleasure and honor to take care of families in need. It is really important to them how people are treated.

#### SCHEDULE

Dec 21st Mini Talks  
Holiday Table Tops  
Board Meeting  
Dec 28th No Meeting  
**Happy Holidays**

**Bob Malin**  
**Attorney At Law**  
**Randy Wind**  
**The Wind Group**  
**Lucretia Lake**  
**Lucretia**



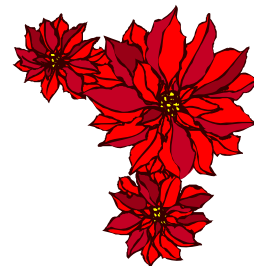
Randy is married to Vicki and is a proud father and grandfather. He also volunteers at St. Joseph's hospice program. Randy explained that as a hospice volunteer you are an advocate for the patient during their final days, making sure they are comfortable and clean.

Shannon-Bryan Mortuary comforts families who have lost loved ones by providing funeral arrangements and services with a caring and supporting staff at an affordable price. They offer everything from pre-arrangements to traditional funeral and cremation services to help celebrate the life of loved ones. Shannon Bryan Mortuary handles approximately 300 families per year taking care of an 80 point check list. One call to Randy and everything is taken care of.

**Shannon-Bryan Mortuary Services Include:**

- Pre-Arrangements
- Cremation Service
- Graveside Services
- Traditional Services
- Transportation Arrangements

A lead for Randy is anyone dead or alive.



**In the lobby is a picture of the 100 year old building next to the original front steps.**

**New Members Not In Directory**

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

**Abraham Cohen**                      **949-232-7240**  
 AAA Locksmith    **#21**  
 200 Technology Ste J, Irvine CA 92618  
 Classification: Locksmith