

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



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**With 27 reporting, EAOC members had \$518,164,961, in total sales in 2016.**



Kenneth King of Jub Jub Interactive gave the Classification Presentation this week. Kenneth reviewed what it takes to build a website: discover, design, develop, deploy and cultivate. He showed us the final website for scienceforconservation.org. They worked with the client to understand the content and structure out the site. They use

a management system called Express Engine, which makes it easy for the client to update and optimize the search engines including adding videos and blogs.

Developing a site takes three to nine weeks. The most time consuming part is testing the site to make sure it is mobile friendly with iPhones, androids, including every possible device and operating system. We saw many interesting nature pictures with all the photographers receiving credit.

TO SUCCEED IN  
BUSINESS IT'S NOT

**WHAT**

YOU KNOW BUT

**WHO**

YOU KNOW THAT

COUNTS MOST!

#### SCHEDULE

**Jan 17th Carlos Salazar  
Salazar & Associates  
Jan 24th Jonathan Judge  
AALRR**

#### GREETERS

**Ricardo Barrera  
Photography by Ricardo  
Carlos Salazar  
Salazar & Associates  
Manny Gonzalez  
Confetti Events & Catering**

## Open Classifications

Carpet Cleaner

Window Washing

Residential Electrician

House Cleaning

Bakery

Car Detailing

Upholstery

Auto Collision Repair

Business Phone System

Appliances

Auto Towing

### Thought for the Week

"People don't believe what you tell them. They rarely believe what you show them. They often believe what their friends tell them. They always believe what they tell themselves. –

*Seth Godin*

## SCOREBOARD

### NEW MEMBERS

10,000 POINTS

Turn in proposal 500 Points  
Bring approved prospect to meeting 1000 Points  
Prospect joins 8500 Points  
Every member on a team that brings in a new member receives 500 points.

### LEADS

10 TO 1000 POINTS

General Lead 10 Points  
Third Party Lead 500 Points  
Shanghai 1000 Points

### BUSINESS

5 to 1000 POINTS

### CRUISE SHIP

Direct Business 5 Pts. for every \$50, (all year long)  
500 Pts. max per transaction

*\*1000 points max with each member during the contest.*

### AIRLINE

Business from Lead 10 Pts. for every \$50, a lead  
1000 Pts. max

### DONATIONS

25 to 500 POINTS

Donating a Weekly Door Prize 25 Points  
Donations for Auction 1 Point per \$1.00  
*\*value of each item not to exceed 500 pts*

### TEAM COMPETITION 500 POINTS

Weekly Team Winners 500 Points per Team Member

Each week every member on the team that has the most leads will receive 500 points.