

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



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**JANUARY 17, 2017**

**With 5 reporting, EAOC members had 3,374,000 in total sales in 2017.**



Carlos Salazar of Salazar Associates gave the Classification presentation today. He was born in Mexico, the tenth of twelve children. His father brought them all to the United States legally. He is very proud to be a United States citizen.

Salazar Associates is a promotional products company. His website is [promotownusa.com](http://promotownusa.com). Carlos showed us step by step how to find items on his website. Just do a product search. The items have normal production time, set up charge, quantity pricing, and where the product is made. They have new custom socks, underwear, Bose electronics, and golf gloves (one size fits all). Carlos can provide anything as big as your imagination. He also showed us how to order greeting cards, pick the sentiment, font and color.

TO SUCCEED IN  
BUSINESS IT'S NOT

**WHAT**

YOU KNOW BUT

**WHO**

YOU KNOW THAT

COUNTS MOST!

### SCHEDULE

**Jan 17th Team Meeting**  
**Jan 31st Jonathan Judge**  
**AALRR**  
**Board Meeting**

### GREETERS

**Jonathan Judge**  
**AALRR**  
**Wesley Oliver**  
**Axia Home Loans**  
**Lydia or Lee Pooler**  
**Jub Jub Interactive**

Carlos showed us samples of the beautiful detailed silk screening that they do with multiple colors including custom design.

A solid lead for Carlos is a company with 50 to 300 employees that use promotional products as part of their marketing effort. A construction company that must outfit their workers in safety color wear is also a solid lead.

Carlos said he really is the easiest lead in the EAOC.



Simone Kvalheim was the EAOC Target member this week. She explained that as independent contractors they are now using the business name A 24 Cyberlock. Rick and Simone will continue to broker their client's business with the best merchant services available for their business type at the best price.

Simone recommended that you use a separate credit card with a lower limit when you are charging on line.

### Thought for the Week

*"You can have everything in life you want, if you will just help enough other people get what they want."* Zig Zigler

## 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
<i>*value of each item not to exceed 500 pts</i>	

### 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.	