

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



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JANUARY 22, 2020

With 15 reporting, EAOC members had \$51,473,000 in total sales in 2018.



A huge thanks to Leslie McCarthy of NFP Property & Casualty Insurance for her enlightening (and somewhat terrifying) presentation on Cyber coverage this week!

If NFP seems like a household name, that's because they have been around for DECADES. NFP started on the East Coast, working primarily with baseball and football players, and branched out from there.

Leslie likes to think of insurance as OPPORTUNITY for business owners, instead of being punitive, since it truly does give you the freedom to take risks. In fact, insurance should be seen as a risk transfer vehicle, that allows you to drive a car or employ a person without having to absorb huge damages and losses.

In the case of Cyber coverage, namely Cyber attacks and threats, it's become an increasingly scary world as conveniences like Wifi and e-commuting are more and more common.

If anyone in your company conducts business in foreign countries,

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

SCHEDULE

Jan 29th—Hal Grimshaw
Belden Hiramoto Liu & Co., LLP

Feb 5th—Kevin Bastianelli
KB Works

GREETERS JANUARY 29TH

Andy Ross
ABenefitStore.com

Randy Smith
RC Smith Design Build

Rick Baker
PAV-KOTE, Inc.

uses computers to access bank accounts, connect to a public network, use Cloud-based storage, or can access your building without an ID card, your Cyber risk exposure level is HIGHLY ESCALATED.

Leslie and NFP offer coverage for the three top areas of vulnerability:

1. Liability (example: when a leading health insurance company is hacked, and 4,000,000 of its members find out their confidential information has been released.)
2. Physical Hardware (example: an entire firm's computers and printers infected with a Trojan horse, requiring costly replacement.)
3. Defamation to your reputation (example: having to notify all customers and provide credit monitoring for a specified number of years, depending on your state.)

You MUST be protected as a business, and Cyber hack exposure is something that most of us will have to face at some point in our lives. It's always better to get in front of the problem before it happens, and prepare and protect yourself and your business with whatever opportunities currently exist!

For more information on Leslie and NFP Property & Casualty Insurance, please visit: NFP.com.

JANUARY 29th **SAVE THE DATE!**

Teresa Taylor will VERY generously be shooting headshots for all members! Please check your email for details and pro tips!

EAOC AUCTION SCOREBOARD

NEW MEMBERS 10,000 POINTS

Turn in proposal 500 Points
Bring approved prospect to meeting 2000 Points
Prospect joins 7500 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.