

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



1405 WARNER AVE., STE. B  
TUSTIN, CA 92780  
PHONE (714) 258-8340  
FAX (714) 784-7806  
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**With 11 reporting, EAOC members had 7,344,000 in total sales in 2018.**

Brandon Uribe of Compare Business Systems (CBS) gave the classification presentation this week. The firm has been in business for thirty one years and is a Kyocera authorized dealer for sales and service. He told us copiers are like toilet paper, no cares about it until you're out or it doesn't work. Compare Business Systems has a 95% business retention rate. They cover Los Angeles, Orange County and Inland Empire and have a network of firms around the country.

Brandon explained their special acquisition program for business owners who qualify. CBS will buy your document management business by paying off your old contract, shipping the equipment to the leasing company and providing greater value without the customer spending a penny more. Brandon is in the customer care department. He sees his customers quarterly to make sure all their needs are being serviced, not just when the lease is up. CBS's target client is 5 to 20 office employees, where Brandon can build a relationship with the business owner.

Gayle Stewart gave a testimonial regarding Compare Business Systems' outstanding customer service. They have a technician at the office within four hours of a call.

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

#### SCHEDULE

**February 6th**  
**Gilbert Valadez**  
**First Rate Door Systems**  
**February 13th**  
**Clifford Phipps, DDS**

#### FEB 6TH GREETERS

**Joe Lightman**  
**Seven Gables Real Estate**  
**Gary Gregg**  
**Creating With Glass**  
**Mike Hughes**  
**Simpson Chevrolet**



## FEBRUARY CELEBRATIONS



### HAPPY EAOC ANNIVERSARY

8 Yrs. Lorna Scherff

**Speedpro Imaging**

13 Yrs. Tyler Douthit

**Divert Pest Control**

14 Yrs. Pete Sloan

**Emeritus Member**

16 Yrs. Donny Delfin

**California United Bank**

25 Yrs. Mike Hughes

**Simpson Chevrolet**

### BIRTHDAY BONANZA

2/14 Randy Wind

**The Wind Group**

2/15 Mel Smith

**Mel Smith Electric**

2/15 Rick Kvalheim

**A 24 CyberLock**

2/128 Greg Peterson

**Sadler Roofing**

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Please Note: If the 'Celebration Information' above is incorrect or missing, please email the correct information to the EAOC office immediately.



### MEMBERSHIP

The following firms have been proposed for membership in EAOC.

### FIRST PRINTING

**Karen Christensen 949-387-1999**

**Transworld Business Advisors**

2361 Campus Dr. #230, Irvine

Class: Business Broker

Proposed by Gayle Stewart

### SECOND PRINTING

**Navin Gupta**

**CMIT Solutions 657-230-7099**

2400 E. Katella Ave., Ste. 800, Anaheim

Class: IT Services

Proposed by Wesley Oliver

**Santo Santana**

1003 Bishop St. #5, Santa Ana

714-925-0368

Class: Gardner

Proposed by Pete Sloan, Joe Lightman

**Teresa Taylor**

**T. Taylor Photography**

23600 El Toro Rd., Lake Forest

949-461-0606

Class: Photographer

Proposed by Gayle Stewart

### Thought for the Week

*"Believe in yourself! Have faith in your abilities! Without a humble but reasonable confidence in your own powers you cannot be successful or happy." Norman Vincent Peale*