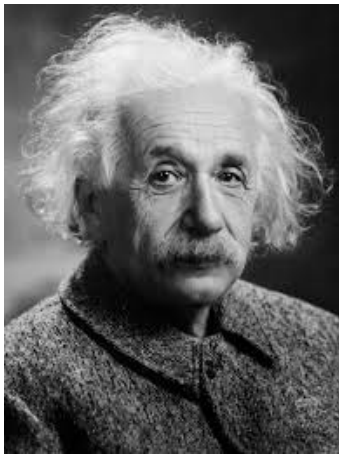


REDEFINING  
THE BEST WAY  
TO DO BUSINESS  
IN THE  
21ST CENTURY



31441 SANTA MARGARITA  
PKWY, #115  
RANCHO SANTA MARGARITA,  
CA 92688  
PHONE (949) 525-8412  
JANUARY 8, 2020

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



## Life Lessons From Albert Einstein

1. **FOLLOW YOUR CURIOSITY:** *"I have no special talent. I am only passionately curious."*
2. **PERSERVERANCE IS PRICELESS:** *"It's not that I'm so smart; it's just that I stay with problems longer."*
3. **MAKE MISTAKES:** *"A person who never made a mistake never tried anything new."*
4. **CREATE VALUE:** *"Strive not to be a success, but rather be of value."*
5. **KNOWLEDGE COMES FROM EXPERIENCE:** *"Information is not knowledge. The only source of knowledge is experience."*
6. **LEARN THE RULES AND THEN PLAY BETTER:** *"You have to learn the rules of the game, and then you have to play better than everyone else."*

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

### SCHEDULE

Jan 15th—Erik Swanson  
Habitude Warrior  
Jan 22nd—Leslie McCarthy  
NFP Property & Casualty  
Insurance Services, Inc.

### GREETERS JANUARY 15TH

Dr. Faith Timbang  
Kessler Family Wellness  
Jonathan Judge  
Atkinson, Andelson, Loya, Ruud & Romo  
Gizi Clemmer  
First Team Real Estate

***(Life Lessons continued...)***

**7. THE IMAGINATION IS POWERFUL:**

*“Imagination is everything. It is the preview of life’s coming attractions. Imagination is more important than knowledge.”*



**JANUARY  
CELEBRATIONS**



**HAPPY EAOB ANNIVERSARY**

5 Yrs. Wesley Oliver

**OMNI Funds**

20 Yrs. Doug Whitney

**ABenefitStore.com**

23 Yrs. Sammy Montoya

**La Chiquita Restaurant**

**BIRTHDAY BONANZA**

1/5 Lee Pooler

**Jub Jub Interactive**

1/17 Gizi Clemmer

**First Team Real Estate**

1/22 Manny Gonzalez

**Confetti Events & Catering**

**WEDDING ANNIVERSARIES**

1/2 Jerry & Karen Davis

**Jerry Davis Painting & Wallcovering**

1/21 Mike & Rulona Hughes

**Simpson Chevrolet**

~ ~ ~ ~ ~

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

**Open Classifications**

**Automobile Detailing**

**Awnings & Canvas**

**Business Brokerage**

**Dry Cleaning**

**Mechanic**

**Optometrist**

**Paint Store**

**Dentist**

**Physician / Dermatologist**

**Physician / Internist**

**Restaurant: Chinese**

**Window Cleaning**

**Solar Panels**

**Janitorial Services**

**Thought for the Week**

*“If you want to build a ship, don’t drum up the men to gather wood, divide the work and give orders. Instead, teach them to yearn for the vast and endless sea.”*

*- Antoine de Saint-Exupery*