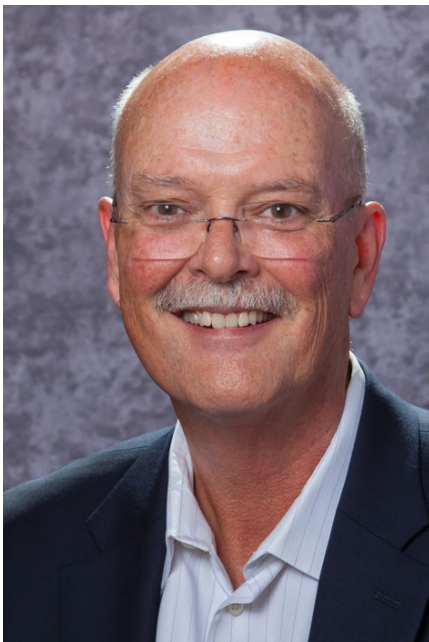


REDEFINING
THE BEST WAY
TO DO BUSINESS
IN THE
21ST CENTURY



31441 SANTA MARGARITA
PKWY, #115
RANCHO SANTA MARGARITA,
CA 92688
PHONE (949) 525-8412
OCTOBER 16, 2019

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



Doug Whitney from ABenefitStore.com gave an engaging presentation this week about current insurance trends in the marketplace, particularly in the areas of Life, Health and Disability Insurance.

One important takeaway that could really help us all in a situation where we would need it most, is an insurance solution offered under Principal's standard life insurance policies, called an Accelerated Benefit Rider.

An Accelerated Benefit Rider offers an insured, who is diagnosed with a terminal illness, and have a life expectancy of less than 12 months, an

opportunity to receive a portion of the death benefit, while they're still living.

Some insurance companies are beginning to offer a long-term care rider with their life insurance policies, which allow the insured to advance a portion of the death benefit to cover the high cost of

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

SCHEDULE

Oct 23rd Carlos Salazar
Salazar Associates
Oct 30th ~AVAILABLE~
(please see Katie)

GREETERS OCTOBER 23RD

Gary Gregg
Creating With Glass
Mike Hughes
Simpson Chevrolet
Al Gapik
AJ Alarm Systems

long term nursing care, which can often exhaust a family's savings.

Several other options for life and disability coverage are available, as well as a myriad of health insurance options. Please feel free to contact Doug anytime, if you or someone you know have questions or would like more information.

THANK YOU, Doug, for this important update, and for more information please visit www.ABenefitStore.com!

Little Known Facts

Half of all Americans live within 50 miles of what?

- *Their birthplace*

What do 100% of lottery winners do?

- *Gain weight*

In a recent survey, Americans revealed that this was their favorite smell.

- *Banana*

Thought for the Week

Be thankful for customers who complain. You still have the opportunity to make them happy.

- *unknown*

MEMBERSHIP

The following firms have been proposed for membership in EAOC.

SECOND PRINTING

Dr. Nicholas Brown

Thrive Chiropractic

6509 E. Serrano Ave., Ste. A, Anaheim

714-363-3821

Class. Chiropractor

Proposed by Phil Kintz

WANTED!

Exceptional Business Owners in the following areas WANTED for EAOC:

Automobile Detailing

Florist

Mechanic

House Cleaning

Physician / Dermatologist

Window Cleaning

Restaurant—Chinese