

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



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OCTOBER 17, 2018

With 16 reporting, EAOC members had 813,885,900 in total sales in 2017.

We Need You to Give a Classification Talk!

If you haven't given a classification talk in the past year or more, it is time you call the office and get on the calendar. We have many new members who have not heard about your firm. You need to educate your executive sales staff. These new members cannot "sell" your products and services if they do not know what a good lead is for your firm.

The worst comment you can hear is "I didn't know you did that". Schedule a talk with Gayle next week.

TO SUCCEED IN
BUSINESS IT'S NOT

WHAT

YOU KNOW BUT

WHO

YOU KNOW THAT

COUNTS MOST!

SCHEDULE

**Oct. 24th - Randy Smith
RC Smith Design Build
Oct. 31st - Greg Peterson
Sadler Roofing
Board Meeting**

GREETERS - OCTOBER 24TH

**Joe Lightman
Seven Gables Real Estate
Gary Gregg
Creating With Glass
Philip Stout
Gardner**

Open Classifications

Automobile Detailing

Awnings

Bakery

Business Brokerage

Carpet Cleaning

Dry Cleaning

Electrician / Residential

Garage Doors & Openers

Janitorial

Jewelry

Locksmith

Optometrist

Physician / Dermatologist

Physician / Internist

Picture Framing

Senior Care Service

Window Cleaning

NEW MEMBERS NOT IN THE DIRECTORY

Greg Peterson #21

Sadler Roofing, Inc.

949-675-5095

714-502-4673 (CELL)

2369 N. Batavia St.

Orange, CA 92865

Class: Roofing/Commercial

Tracy Roberts, Attorney At Law #23

Law Office of Tracy J. Roberts

562-340-6277

3020 Old Ranch Parkway, Ste. 300

Seal Beach, CA 90740

Class: Estate Planning Attorney

Ronald Dymek #26

Dymek's Freedom Plumbing, Inc.

714-632-8989

291 E. Miraloma Ave., #17

Anaheim, CA 92806

Class: Plumbing/Sewage Sanitation

Contractor

Philip Stout, Gardner #31

502-417-9189

2302 Franzen Ave., Unit B

Santa Ana, CA 92705

Class: Gardner

MEMBERSHIP

The following firm has been proposed for membership in EAOC.

SECOND PRINTING

William Gomez, Field Underwriter
Lincoln Heritage Funeral Advantage

949-735-1140

Class: Funeral Insurance

Proposed by Sammy Montoya

Thought for the Week

"Positive thinking won't let you do anything but it will let you do everything better than negative thinking will."

Zig Ziglar