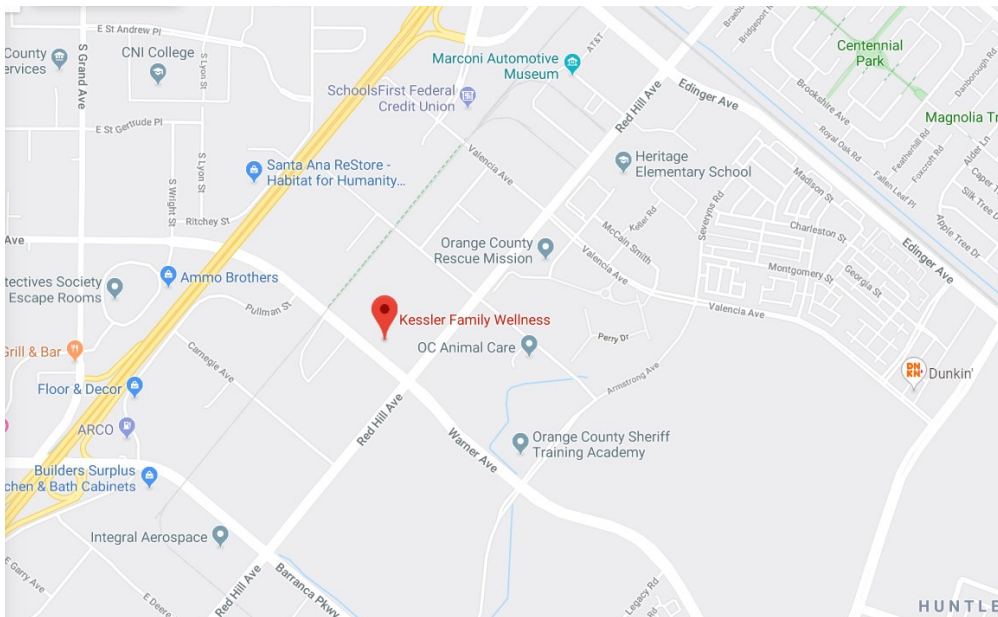


REDEFINING
THE BEST WAY
TO DO BUSINESS
IN THE
21ST CENTURY



31441 SANTA MARGARITA
PKWY, #115
RANCHO SANTA MARGARITA,
CA 92688
PHONE (949) 525-8412
OCTOBER 23, 2019

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



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

**OFFSITE with Dr. Faith Timbang of Kessler
Family Wellness—10/30 at 7:00 am
1431 Warner Ave., Ste. D, Tustin, 92780
(corner of Redhill & Warner)**

SCHEDULE

**Oct 30th Dr. Faith Timbang
Kessler Family Wellness
Nov 6th Greg Peterson
Sadler Roofing, Inc.**

OCTOBER 30TH

**OFFSITE MEETING:
Dr. Faith Timbang's office at:
Kessler Family Wellness
1431 Warner Ave., Ste. D
Tustin, CA 92780**



This week's spotlight is on Carlos Salazar of Salazar Associates! Born in Mexico, and arriving in the United States in 1967, Carlos comes from a long line of "Carlos Salazars." A true

family name for a true family man; he has been married for 42 YEARS, and has two children!

After climbing the ladder in the restaurant industry, Carlos switched to promotional products, and soon realized he LOVED what he did! In 1997, Salazar Associates was born, and the company now boasts a staggering catalog of 300,000-400,000 products! Imagine your logo on a piece of candy, a calendar, or even milk chocolate textured and shaped to look like a real golf ball!

Although the food products Carlos offers for imprinting are highly effective, they are also too delicious to last very long, so he recommends calendars and steel coffee tumblers for true staying power. (Carlos tipped us off to always order calendars in June or July to get the best printing prices!) The perfect lead for Carlos is a contractor with 25 to 100 employees.

Thank you, Carlos, and we look forward to placing orders with you this holiday season!

WELCOME ABOARD

Leslie McCarthy

NFP Property & Casualty Services

1551 N. Tustin Ave., #500, Santa Ana
714-577-4514

Class. Commercial Insurance

Proposed by Ron Dymek

4 STEPS TO DEVELOP A LEAD:

1. *Get to know your fellow members and their business as quickly as you can. Before each meeting, read the roster.*
2. *Develop a feeling of confidence about your fellow members and the service they could provide. Do business with members.*
3. *Train your mind to recognize a need when an opportunity presents itself. Listen for needs at the office, home, church, club, golf course, parties, etc.*
4. *Train every member in the Association to sell your company and its products or services! Your Executive sales staff needs to know you and your firm.*

Thought for the Week

A team is not a group of people that work together. A team is a group of people that trust each other.

- Simon Sinek