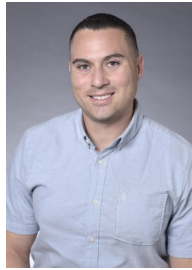


REDEFINING
THE BEST WAY
TO DO BUSINESS
IN THE
21ST CENTURY



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NOVEMBER 6, 2019

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



NEW Board of Directors

<u>Position</u>	<u>Name</u>	<u>Term</u>
President	Carlos Salazar	5/20
Vice President	Erik Reyna	11/21
Secretary	Teresa Taylor	5/21
Treasurer	Pete Sloan	5/21
Director	Jonathan Judge	5/20
Director	Terry Voll	11/20
Director	Manny Gonzalez	11/20
Director	Lorna Scherff	11/21
Director	Lisa McCune	5/22

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

SCHEDULE

**Nov 13th Jonathan Judge
Atkinson, Andelson, Loya,
Ruud & Romo**

**Nov 20th Jessica Tobias of
The Perfect Kup AND Cindy
Tobias of Pacific Patisserie**

GREETERS NOVEMBER 13TH

**Hal Grimshaw
Belden, Hiramoto, Liu & Co., LLP**

**Carlos Salazar
Salazar Associates**

**Donny Delfin
Pacific Western Bank**



Thank you to Greg Peterson of Sadler Roofing for giving a GREAT presentation at this week's morning meeting!

Greg discussed the progression of roofing over the years, and how new, plastic or metal versions of classics like shingle tiles have created results that are less flammable, longer-lasting, and ultimately more cost-effective for the customer.

For example, emulsion and silicone roof coatings typically last 10-12 years, BUT, after 10-12 years one can simply respray the top white coating to reset the timer, rather than re-roof! This ends up costing the customer about a third of the price of re-roofing. Members enjoyed testing first-hand the roofing that Greg works with on a daily basis, seeing and feeling the difference between silicone and acrylic options available today.



A great lead for Greg and Sadler Roofing is a

manager or owner of Commercial or Industrial Buildings which need to be repaired, coated or reroofed. Sadler also does roof investigations / assessments for owners who would like to prepare their buildings for winter rains.

Thank you, Greg! We learned so much!

Thought for the Week

Build a team so strong you don't know who the boss is.

- Unknown

MEMBERSHIP

The following firms have been proposed for membership in EAOC.

FIRST PRINTING

Danae McDaniel

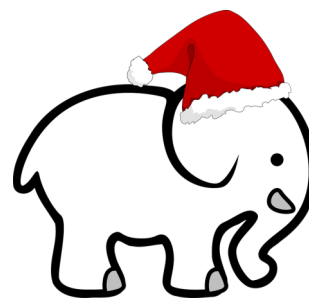
Masterpiece Equipping Center

1240 E. Ontario Avenue, Corona

951-733-0009

Class. Prof. Services & Education

Proposed by Katie Quinn



December 4th is the White Elephant Gift Exchange at the morning meeting! Please wrap a gift

of any dollar value. It can be a used item, however, it still needs to work.

Please RSVP

If you are NOT able to attend a morning meeting, please send an email to Katie or Carlos. This helps everyone with food planning, preparing for guests, and with greeter assignments.

Thank you!

(Katie: director@eaoconline.com)