

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



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**December 12, 2018**

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



Randy Smith of RC Smith Design Build was our host this week at Town & Country Manor, a Senior Community in Santa Ana. We toured the facility and were amazed how RC Smith refreshed the space. The library was repurposed and included two new offices. Randy explained how they worked with the resident (timing demolition and removal) to redo two long hallways including new ceilings, paint, wallpaper and lighting. They remodeled several bathrooms for ADA compliance and a card/puzzle room with energy efficient doors and a refreshment counter. His work is gorgeous.



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

**SCHEDULE**

**Dec 19th & 26th, Jan 2nd  
No Meetings**

**Merry Christmas and  
Happy New Year!**

**JAN 9TH GREETERS**

**Wesley Oliver  
Axia Home Loans  
David Schaefer  
Schaefer Air Inc.  
Tyler Douthit  
Divert Pest Control**



# JANUARY CELEBRATIONS



## HAPPY EAOB ANNIVERSARY

1 Yr. Brian Wensel

**Bob's Automotive Enterprises**

3 Yrs. Rick Kvalheim

**CyberLock Consulting**

4 Yrs. Wesley Oliver

**Axia Home Loans**

19 Yrs. Doug Whitney

**ABenefitStore.com**

22 Yrs. Sammy Montoya

**La Chiquita Restaurant**

## BIRTHDAY BONANZA

1/5 Lee Pooler

**Jub Jub Interactive**

1/22 Manny Gonzalez

**Confetti Events & Catering**

1/28 Clifford Phipps, DDS

**Dentist**

## WEDDING ANNIVERSARIES

1/2 Jerry & Karen Davis

**Jerry Davis Painting & Wallcovering**

1/21 Mike & Rulona Hughes

**Simpson Chevrolet**

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

## Thought for the Week

*"What you get by reaching your destination is not nearly as important as what you will become by reaching your destination." Zig Ziglar*

### MEMBERSHIP

The following firm has been proposed for membership in EAOB.

### FIRST PRINTING

**Gilbert Valadez**  
**First Rate Door Systems**  
714-726-0899

Class: Garage Door Sales & Service  
Proposed by Phil Kintz