

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



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With 12 reporting, EAOC members had \$121,282,200 in total sales in 2019.

Around the World in 80 Days

EAOC 2020 AUCTION, April 1, 2020

Green Parrot Villa, 2035 N. Main St.

Santa Ana, CA 92706

Cocktails & Silent Auction, 5:30 P.M.

Dinner, 6:30 P.M.

Live Auction, 7:30 P.M.

Menu - Salad, Selection: Beef or Chicken

Price: \$50.00 per person

What are you going to donate?

***Have you sent in all the business you
transacted in the last year?***

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

SCHEDULE

**Feb 19th—Erik Reyna
E.R. Painting Services, Inc.**

**Feb 26th—Membership
Recruitment Meeting**

GREETERS FEBRUARY 19TH

**Phil Kintz
Kintz Cabinets**

**Donny Delfin
Pacific Western Bank**

**Mike Hughes
Simpson Chevrolet**



At this week's morning meeting, we were treated to the most beautiful presentation by the incredibly talented Teresa Taylor! Teresa is a professional photographer and long-time EAOC member, and has a sharp eye for finding the beauty in everyday settings.

Whether it be for parties, golf tournaments, weddings, milestone celebrations, or for business promotion and corporate photos, Teresa has YEARS of experience, and can work with just about any scenario presented to her. In other words, her clients can relax and enjoy their event, and trust that Teresa has everything under control. This includes equipment malfunctions, venue and location issues, crowd management, and anything else that can go wrong, possibly compromising an ENTIRE event. This is one of the largest perks that you get with a PROFESSIONAL photographer—the experience and ability to handle the potential disasters BEHIND THE SCENES, without affecting the mood of the event.

Teresa surprised us by revealing that other photographers are great leads for her! Larger events benefit by having multiple photographers, and since Teresa books well in advance for weddings and milestones, it greatly helps her to have talented and reliable photographers she can count on to refer to her clients.

The EASIEST lead for Teresa for next week is to like her Facebook page [@ttaylorphoto](https://www.facebook.com/ttaylorphoto), and follow her on Instagram at [@ttaylorphoto1](https://www.instagram.com/ttaylorphoto1). The next best lead is an email introduction to an office manager or event planner to teresa@ttaylorphoto.com.

THANK YOU, Teresa, for bringing such beauty to our morning meeting! **For more information please visit www.TTaylorPhoto.com!**

EAOC AUCTION SCOREBOARD

NEW MEMBERS

10,000 POINTS

Turn in proposal	500 Points
Bring approved prospect to meeting	2000 Points
Prospect joins	7500 Points
Every member on a team that brings in a new member receives 500 points.	

LEADS

10 TO 1000 POINTS

General Lead	10 Points
Third Party Lead	500 Points
Shanghai	1000 Points

BUSINESS

5 to 1000 POINTS

CRUISE SHIP

Direct Business	5 Pts. for every \$50, (all year long)
500 Pts. max per transaction	

**1000 points max with each member during the contest.*

AIRLINE

Business from Lead	10 Pts. for every \$50, a lead
1000 Pts. max	

DONATIONS

25 to 500 POINTS

Donating a Weekly Door Prize	25 Points
Donations for Auction	1 Point per \$1.00

**value of each item not to exceed 500 pts*

TEAM COMPETITION 500 POINTS

Weekly Team Winners	500 Points per Team Member
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Each week every member on the team that has the most leads will receive 500 points.