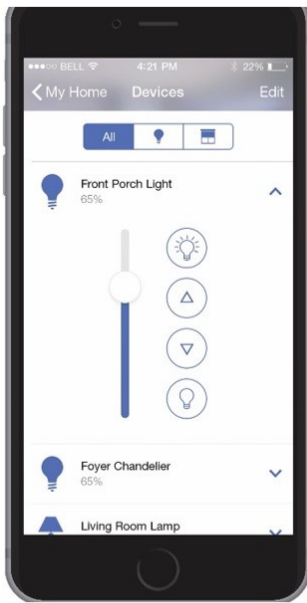


REDEFINING
THE BEST WAY
TO DO BUSINESS
IN THE
21ST CENTURY



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FEBRUARY 5, 2020

With 11 reporting, EAOC members had \$107,282,214 in total sales in 2019.



Kevin Bastianelli of KB Works has a goal, and it's to make our houses smarter! He educated the group this week on how we can do this, and the most exciting part is that it's incredibly AFFORDABLE!

Using Lutron Electronics products, making our houses smarter just got easier, and WITHOUT having to rewire, patch, drywall and paint! Kevin explained the ins and outs of smart shades and smart lighting, and just how simple it can be to get your lighting dialed in on your smart phone, or even to relocate light switches using just 10-year batteries and adhesive.

Gone are the days of reaching around awkward walls to find a poorly-located light switch, or even entering a dark house after being gone all day. It's now possible to turn on a pre-chosen series of lights when you pull into your garage, using just a garage door opener!

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

SCHEDULE

GREETERS FEBRUARY 12TH

**Feb 12th—Teresa Taylor
T. Taylor Photography**

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

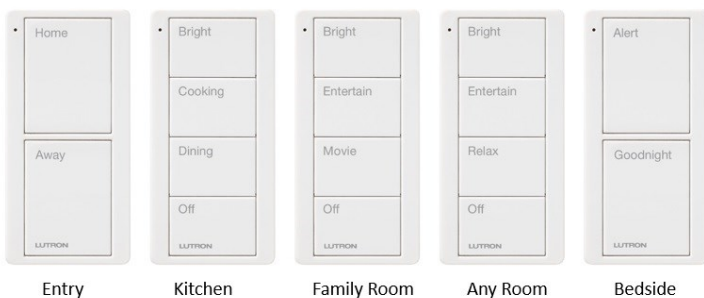
**Tracy Roberts
Law Office of Tracy J. Roberts**

**Carlos Salazar
Salazar Associates**

**Patrick Cecil
Merrill Lynch**

Have you ever forgotten to turn down your heater before you went to bed? Smart thermostats allow you to use your smart phone, or even Alexa to do so, without having to get up!

Do you get intense afternoon sun through your windows, but enjoy having your blinds open the rest of the day? Smart shades can now be programmed to open and close on a timer, keeping your house cool, allowing you to wake up to natural daylight, provide privacy, and if you travel often—give the appearance of an occupied home.



It's all easy, it's affordable, and it's no longer overwhelming.

THANK YOU, Kevin, for bringing us up to speed on options to make our lives easier!
For more information please call KB Works at 714-907-7949!

Be a **SUCCESSFUL** Member of the **EAO**C

1. Know the membership, and be known
2. Communicate
3. Keep it simple
4. Participate
5. Follow up

WANTED!

Exceptional Business Owners in the following areas WANTED for EAOC:

Automobile Detailing

Florist

Mechanic

House Cleaning

Shoe Repair

Window Cleaning

EAOC MEMBER TRIVIA

Q: Which member's son just recently and miraculously survived a SKY-DIVING accident?

A: *Lisette Silverman*

Thought for the Week

"Thinking is difficult. That's why most people judge."

- Carl Jung