

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



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**With 14 reporting, EAOC members had \$123,282,200 in total sales in 2019.**



Tyler Douthit of Divert Pest Control gave the Classification presentation today. He is softhearted when it comes to spiders and squirrels. He said they get a bad rap. Homeowners overreact and call when they see one cockroach. Tyler has to almost be a pest psychologist, asking lots of questions to find out what the problem really is before he comes out.

Tyler is a native Californian raised in Orange County. He has been in the industry since 1994 and owned Divert since 2000.

Divert is a full service pest and termite control company. They exterminate or deal with ants, fire ants, spiders, crickets, fleas, rats, mice, waterbugs, roaches, wasps, bed bugs, termites, birds and all other types of pests. He explained that pests move when the weather changes and they are searching for water. If you have ants you need to leave them so he can track where they are coming from.

There are two types of termites subterranean and dry. Tyler will repair termite damage.

They do free termite inspections but will charge for an escrow report. They have competitive rates and quality workmanship on commercial or residential properties. Divert is licensed, bonded and insured. The best way to keep pests away is to be on a monthly preventative maintenance program with Divert Pest Control.

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

### **SCHEDULE**

**March 13th - Flag Lunch  
La Chiquita at 11:30 am**

**March 18th Lorna Scherff  
SpeedPro North OC**

### **SPEEDPRO OFFSITE**

**Lorna Scherff  
of SpeedPro North OC is hosting  
the meeting at  
15031 Parkway Loop, Ste.A  
Tustin, CA 92780**

Randy Wind of The Wind Group is on a Leave of Absence due to his son's heart transplant surgery. Randy is a native Californian born in Bellflower. He attended Cerritos College and graduated from Cal State Fullerton with a major in Marketing and minor in Finance. He married his wife Cynthia in 1988 and they have four wonderful children. The family loves to snow and water ski. His role model was his father who retired at 43 to manage his real estate investments. Randy worked a great deal on his father's apartment buildings in his youth.

Randy has over thirty years experience in commercial real estate. The Wind Group is a commercial brokerage dealing with all aspects: Commercial, Industrial, Office, Retail, Land, Sales, Leasing, Tenant Representation, Owner Representation, Investment and Apartments.

Randy provides a wide range of services including: market analysis, opinion of value, lease vs. buy analysis, purchase Performance analysis, investment analysis, loan referrals, and SBA knowledge. He has the experience and knowledge and his goal is to work as a facilitator, but he is not afraid to push the envelope as an aggressive negotiator.

Think leads for Randy Wind at The Wind Group.



## MEMBERSHIP

The following firms have been proposed for membership in EAOC.

## SECOND PRINTING

### **Beto Escutia**

#### **Victorious**

**4260 Artesia Ave., Ste. B, Fullerton**

582-324-4392

Class. Restoration, Environmental,  
Demolition

Proposed by Carlos Salazar, Europe

### **Janet Mayo**

#### **Work Personnel Service**

12 Centerpointe Dr. #204, La Palma

714-676-3998

Class. Staffing

Proposed by Carlos Salazar, Europe

## WELCOME ABOARD

### **Holly Frost #11**

#### **Community Lending Office B of A**

650 Town Center Dr., #580,

Costa Mesa, CA 909-240-5988

Class Home Mortgage

## **Thought for the Week**

*"Others have seen what is and  
asked why. I have seen what could  
be and asked why not."*

*- Pablo Picasso*