

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



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With 11 reporting, EAOC members had \$7,344,000 in total sales in 2018.



Jerry Davis of Jerry Davis Painting & Wallcovering gave the classification talk today. Jerry has been in business as a painting contractor for over 35 years and in EAOC for 22 years. He thanked the members for all the business. EAOC has far exceeded his expectations and really helped his business over the years. He now is a firm with one employee, himself. He still loves painting and does homes inside and out.

He revealed the secret to a good paint job is preparation, preparation, preparation. If you put the top of the line paint on a poorly prepared surface, it will flake, peel and not last. Preparation is labor intensive but it makes the job look professional. He power washes, scrapes of old paint, sands, caulks and primes before painting. He recommended maintaining the wood on your home with painting every 3 to 5 years and the stucco every 8 to 10 years.

Jerry wants to stay in EAOC and continue painting homes for members and South County leads. He will be proposing a painting firm that wants to grow to share the classification with Jerry Davis Painting & Wallcovering.

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

SCHEDULE

March 27th Mini Talks
Board Meeting
April 3rd Open
April 5th Flag Day
Luncheon
April 10th Auction

MARCH 27TH GREETERS

Wesley Oliver
Axia Home Loan
David Schaefer
Schaefer Air
Greg Peterson
Sadler Roofing

SCOREBOARD

NEW MEMBERS 10,000 POINTS

Turn in proposal 500 Points
Bring approved prospect 2000 Points
to meeting
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 25 Points
Door Prize
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

Each week every member on the team that
has the most leads will receive 500 points.

MEMBERSHIP

The following firm has been proposed for
membership in EAOC.

FIRST PRINTING

State Farm Insurance

714-869-3062

Bill Sampson

1706 W. Orangethorpe #E, Fullerton

Class: Personal Lines Insurance

Proposed by Carlos Salazar

Open Classifications

Automobile Detailing

Bakery

Business Brokerage

Carpet Cleaning

Dry Cleaning

Electrician / Residential

Florist

IT Consultant

Jewelry

Optometrist

Personal Lines Insurance

Physician / Dermatologist

Thought for the Week

*Cupcakes are muffins that
believe in MIRACLES!*