

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



1405 WARNER AVE., STE. B  
TUSTIN, CA 92780  
PHONE (714) 258-8340  
FAX (714) 784-7806  
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**With 11 reporting, EAOC members had \$7,344,000 in total sales in 2018.**



Ron Dymek of Dymek's Freedom Plumbing gave the classification talk this week. On March 9<sup>th</sup> Ron's company will be twenty years old. Their tag line is "Old Fashion Values Using Today's Technology". They have a fleet of eight trucks with eight journeyman plumbers and eight apprentices.

Dymek's Freedom Plumbing does all kinds of plumbing services including: replacing toilets, snaking and boring lines, insurance investigation video inspections, residential bathroom remodels, installing earthquake shut off safety valves, installing water softening units and tank less water heaters and replacing broken area drains.

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

#### SCHEDULE

**Mar 8th - Flag Luncheon**  
**La Chiquita**  
**Mar 13th Doug Whitney**  
**ABenefitStore.com**  
**Picture Day**

#### MARCH 13TH GREETERS

**Andy Ross**  
**ABenefitStore.com**  
**Donny Delfin**  
**Pacific Western Bank**  
**Randy Smith**  
**R.C Smith Design Build**



**Cast iron corroded pipe**



**Tank less Water Heater**



**Dymek's Freedom Plumbing  
Family**

## Thought for the Week

*"If opportunity doesn't knock,  
Build a door." Milton Berke*

## Helpful tips from the Photographer to Look your Best on Picture Day Next Week!

We'll make sure your photo session is quick, easy and relaxing for you. Remember to smile and have fun!

- You'll want to look refreshed, so get plenty of rest and try to limit salty foods and alcohol the day before your portrait.

- Clothing recommendations follow. Keep in mind that your headshot reflects your professional "brand" and position. While you may never actually wear a suit in the office, a professional headshot in a suit may represent you best on websites and in social media, so select accordingly. No sport coats please. If you are in a trade - consider a crisp, new branded shirt.

- Bring a second outfit to cover contingencies like coffee spills. We may also decide one outfit or jacket fits you better or photographs better.

- Gentlemen - If a suit fits your branding, remember that white shirts tend to wash out your skin tone. Color shirts are generally more complimentary. If wearing a tie, choose a subtle tie, not a busy pattern. Solid suit jackets please - no sport coats. Please bring a second tie option.

- Ladies - A good, professional choice is usually a jacket over a white or bright color blouse. If not the right look for your job title, you might go with "professional business casual". In this case, the most important consideration is selecting an outfit with a modest neckline that is not too tight or clingy. Long sleeves are best for most of us (unless you have really terrific arms for a sleeveless look). Go for pretty, solid, flattering colors. I tell people that a good choice for photos is usually an outfit for which you get lots of compliments and feel good wearing. Be careful with trendy outfits and busy patterns which often don't photograph well.

Please bring two outfits with jewelry & accessory options, hair brush and makeup for touch ups.

Hairstyles - If you have beautiful long hair, I suggest wearing hair down for the most flattering photo (rather than pulled up). If you have dark hair - try to select a suit color other than black (gray, blue, red, taupe) so there is enough contrast between your hair and your outfit to appreciate your lovely hair style.