

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



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**With 13 reporting, EAOC members had \$122,282,200 in total sales in 2019.**



In today's current climate, knowing how to do a complete presentation on a virtual platform like Zoom is an incredibly useful (if not necessary!) tool to have in your arsenal. Lydia Chiu of [Jub Jub Interactive](#) spent our Wednesday virtual meeting walking us through virtual presentations on Zoom, and how to make it look seamless and easy!

Lydia provided a link on [how to share your computer screen with your group](#), making it simple to share everything from a PowerPoint presentation, to a spreadsheet, to even a website.

Although online meetings can't compare to being able to connect in person with our fellow members, we are grateful to have this opportunity to see each other and share unique ideas during these uncertain times. All of our businesses are sharing the same challenges, so we all learned a lot of new approaches and ideas from each other that we're looking forward to implementing!

Please contact [Lydia at Jub Jub Interactive](#) for more information.

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

#### SCHEDULE

**Apr 22nd @ 11:30—  
Zoom Virtual Meeting**

#### GREETERS APRIL 22ND

**Zoom Virtual Meeting**



**Carlos Salazar of Salazar Associates** is excited to announce that their main apparel vendor is now producing face covering! They are single ply 50/50 cotton/poly. Not MEDICAL GRADE. But they are a face cover as recommended by the CDC. They

are breathable, comfortable and designed to cover the wearer's nose and mouth. Earhole slots offer a customized fit.

"Masks are sold by the case only, 2400 units (10 bags of 240 per case) @ \$1.10 each shipped direct to you, including freight. If you would like less (240 minimum @ \$1.40 each plus freight from Fullerton), I could combine several orders to complete the case.

These are available to ship NOW, if full case. If less than case, when the combined orders complete the case."

EAOC members can get masks at the discounted price of \$1.00 each, no order minimum.

**Please contact [Carlos at Salazar Associates](#) for more information, or to place your order!**



## WHEN LIFE PUTS YOU IN TOUGH SITUATIONS, DON'T SAY "WHY ME" SAY "TRY ME"

### Thought for the Week

*"He who has a why to live can bear almost any how."*

*- Friedrich Nietzsche*

### Have you...?

- *Updated your Yelp and social media pages with CURRENT operating hours and information?*
- *Made sure you are accepting [online payments](#)?*
- *Added an online payment processor to your [website](#)?*
- *If your office is EMPTY, do you have an [alarm system](#) in place?*
- *If your business is OPEN, do you have a [banner](#) up to notify customers?*



**Lorna Scherff of SpeedPro North OC** offers many different services, one of them being the ability to use adhesive-backed, laminated vinyl to transform generic vehicles into eye-popping, CUSTOM-branded billboards! We call this process "WRAPPING." And, it doesn't have to be expensive.

Partial wraps are just as effective as full wraps, and since the pricing is based on the square footage of the vinyl and laminate used, the less used, the lower the cost! Not to mention, it doesn't take as long to install.

But the term "wrapping" is not limited to just vehicles; salesmen have the option of showcasing their brands before they even open their sample cases! AND, we must not forget about floors and windows, picnic coolers...just use your imagination! The possibilities are endless. **Please contact [Lorna at SpeedPro North OC](#) for more information!**





# EAOC Membership QUICK LINKS



## One-click Access to EAOC Members

**ACCOUNTANT:**

[Hal Grimshaw, CPA · Belden Hiramoto Liu & Co., LLP](#)  
714-556-8140 · hal@bhlcpas.com

**ADVERTISING SPECIALTY:**

[Carlos Salazar · Salazar Associates](#)  
714-990-9214 · carlos@promotownusa.com

**AIR CONDITIONING & HEATING:**

[David Schaefer · Schaef Air Inc.](#)  
909-944-5111 · schaefair@gmail.com

**ALARMS:**

[Al Gapik · AJ Alarm Systems](#)  
714-632-6720  
ajalarmsystems@sbcglobal.net

**ATTORNEY/ESTATE PLANNING:**

[Tracy J. Roberts · Law Office of Tracy J. Roberts](#)  
562-340-6277 · tracy.roberts@tjr-law.com

**ATTORNEY/LABOR LAW:**

[Jonathan Judge · Atkinson, Andelson, Loya, Ruud & Romo](#)  
562-653-3200 · jjjudge@aallr.com

**AUTO/BODY SHOP:**

[Erik Reyna · E.R. Painting Services, Inc.](#)  
714-866-9453  
E.R.PaintingSolutions@gmail.com

**AUTO/GLASS:**

[Terry Voll · Terry's Custom Auto Glass](#)  
714-703-9834 · terrysautoglass@gmail.com

**AUTO/TRUCKS/DOMESTIC/COMMERCIAL:**

[Mike Hughes · Simpson Chevrolet](#)  
714-534-2700 · mhughes@simpsongm.com

**BANK:**

[Donny Delfin · Pacific Western Bank](#)  
714-450-4683  
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**CABINETS – CUSTOM RESIDENTIAL & COMMERCIAL:**

[Phil Kintz · Kintz Cabinets](#)  
714-630-3331 · phil@KintzCabinets.com

**ELECTRICAL CONTRACTOR—COMMERCIAL:**

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**ELECTRICAL—RESIDENTIAL:**

[Lisette Silverman & Kevin Bastianelli · KB Works](#)  
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**EMERITUS MEMBER:**

[Gayle Stewart · Gayle Stewart Enterprises](#)  
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**FINANCIAL INVESTMENTS PLANNING:**

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**FLOORING & HARD GOODS:**

[Dirk Lewin · Creative Rug Design & Stoneworks](#)  
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**GENERAL CONTRACTOR:**

[Randy Smith · RC Smith Design Build](#)  
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randy@rcsmithdesignbuild.com

**GLASS/ STAINED & BEVELED:**

[Gary Gregg · Creating with Glass](#)  
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**INSURANCE / COMMERCIAL PROPERTY & CASUALTY:**

[Leslie McCarthy · NFP Property & Casualty Insurance Services, Inc.](#)  
714-577-4547 · leslie.mccarthy@nfp.com

**INSURANCE / LIFE HEALTH & GROUP:**

[Andy Ross & Doug Whitney](#)  
ABenefitStore.com  
866-442-4727 · adross1942@gmail.com · whitney.douglas@principal.com

**MERCHANT SERVICES:**

[Lisa McCune · Affinity24](#)  
844-724-2444 · lisa@affinity24.com

**MORTGAGE BANKER:**

[Holly Frost · Bank of America](#)  
866-788-7885 · holly.frost@bofa.com

**PARTY RENTALS & CATERING:**

[Manny Gonzalez](#)  
[Confetti Events & Catering](#)  
714-542-7775 · Confettievents@att.net

**PAVING-ASPHALT:**

[Rick Baker · PAV-KOTE, Inc.](#)  
714-871-4905 · rick@pavkote.com

**PEST CONTROL:**

[Tyler Douthitt · Divert Pest Control](#)  
714-299-9118 · tyler@divertpest.com

**PHOTOGRAPHER:**

[Teresa Taylor · T Taylor Photography](#)  
949-461-0606 · teresa@ttaylorphoto.com

**PLUMBING/SEWAGE SANITATION CONTRACTOR:**

[Ronald J. Dymek · Dymek's Freedom Plumbing, Inc.](#)  
714-632-8989 · info@freedomplumbing.com

**REAL ESTATE/COMMERCIAL:**

[Randy Wind · The Wind Group Commercial Real Estate Services](#)  
562-314-8200 · randy@windgrp.com

**REAL ESTATE/RESIDENTIAL:**

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**SIGNS/LARGE FORMAT IMAGING:**

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**WEBSITE DESIGN:**

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**WEBSITE HOSTING:**

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