

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



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APRIL 3, 2019

**With 15 reporting, EAOC members had \$51,473,000 in total sales in 2018.**

*Around the World in 80 Days*

**EAOC 2019 AUCTION, April 10, 2019**

**Green Parrot Villa, 2035 N. Main St.**

**Santa Ana, CA 92706**

**Cocktails & Silent Auction, 5:30 P.M.**

**Dinner, 6:30 P.M.**

**Live Auction, 7:30 P.M.**

**Menu - Salad, Selection: Beef or Fish**

**Price: \$50.00 per person**

***What are you going to donate?***

***Have you sent in all the business you  
transacted in the last year?***

TO SUCCEED IN  
BUSINESS IT'S NOT

**WHAT**

YOU KNOW BUT

**WHO**

YOU KNOW THAT

COUNTS MOST!

**SCHEDULE**

**April 5th Flag Day**

**Luncheon**

**April 10th No Morning  
Meeting**

**Evening Auction**

**APRIL 17TH GREETERS**

**Ron Dymek**

**Dymek Freedom Plumbing**

**Joe Lightman**

**Seven Gables Real Estate**

**Gary Gregg**

**Creating With Glass**

## SCOREBOARD

### NEW MEMBERS 10,000 POINTS

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

## Open Classifications

**Automobile Detailing**

**Bakery**

**Business Brokerage**

**Carpet Cleaning**

**Dry Cleaning**

**Electrician / Residential**

**Florist**

**IT Consultant**

**Jewelry**

**Optometrist**

**Personal Lines Insurance**

**Physician / Dermatologist**

**Physician / Internist**

**Restaurant Chinese**

**Restaurant Italian**

## Thought for the Week

*Make your life a masterpiece;  
imagine no limitations on what  
you can be , have or do.*

*Brian Tracy*