



WITH 13 REPORTING, EAOC MEMBERS HAD \$122,282,200 IN TOTAL SALES IN 2019.

The EAOC Weekly

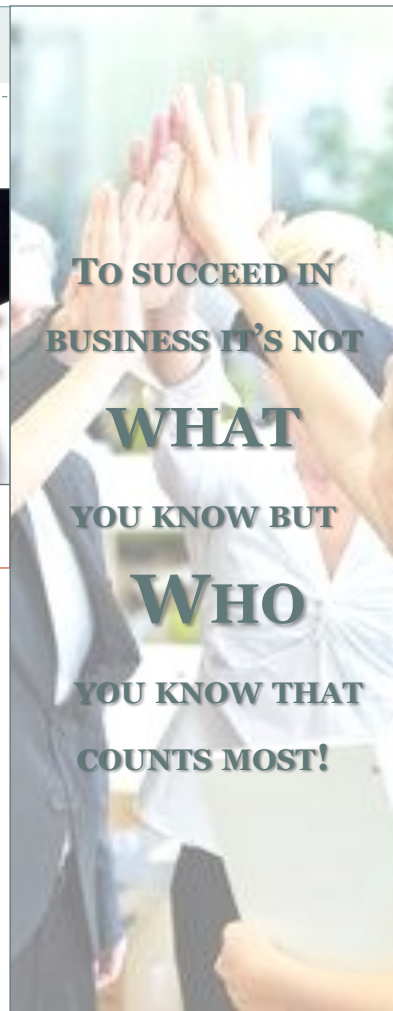
WHAT TO DO DURING COVID-19 TO EMERGE STRONGER AND BETTER-CONNECTED

In this week's EAOC meeting, multiple award-winning author and national speaker Stacey Brown Randall Zoomed in, all the way from South Carolina! Stacey showed us the powerful formula to creating long-term business referrals, something that will sustain and even GROW a business during times of uncertainty.



One thing many of us don't put enough value into is taking care of our referral sources, or those who send us new clients. Since so many of us are finding ourselves with a little extra time these days, the timing has never been better to sit down and identify one's

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



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

UPCOMING SPEAKER SCHEDULE

MAY 27, 2020

No Meeting—Happy Memorial Day!

JUNE 3, 2020

Carlos Salazar with Salazar Associates



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The first step is to identify WHO your referrals sources are.

OWN referral sources. This is the first step in solidifying a continuous, long-term referral stream.

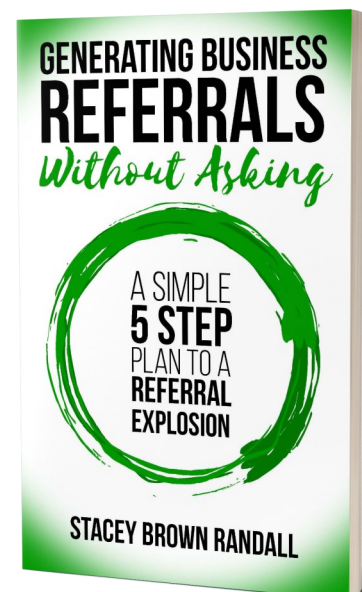
To do this, Stacey recommends digging into the last year's business data, and identifying which clients were REFERRED, and which were organic. Out of the referred clients, where did the introduction originate? A networking event? An associate? A friend?

Once referral sources have been established, it's important to make sure that they are being THANKED in a memorable and meaningful way. Take care of the people who take care of your business! Make this first step of Stacey's formula a HABIT, and watch the transformation begin!

To get the next step in Stacey's formula, or to learn more about increasing your business referrals, please visit www.StaceyBRandall.com.

ADDITIONAL RESOURCES:

- Facebook Group: Referrals Without Asking - www.facebook.com/groups/referralswithoutasking
- Podcast: Roadmap to Grow Your Business (available on all podcast listening apps)
- Book: [*Generating Business Referrals Without Asking*](#)

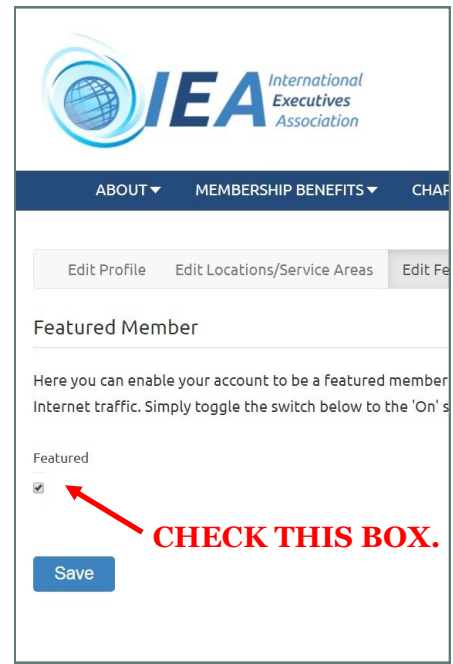


IEA FRONT PAGE OPPORTUNITY

Would you like to be the featured member on the FRONT PAGE of the 3000-member IEA online directory?

It's easy! Just make sure you have selected the "Featured" box (see right), to be entered into their random selection.

Click [HERE](#) for a shortcut to this page!

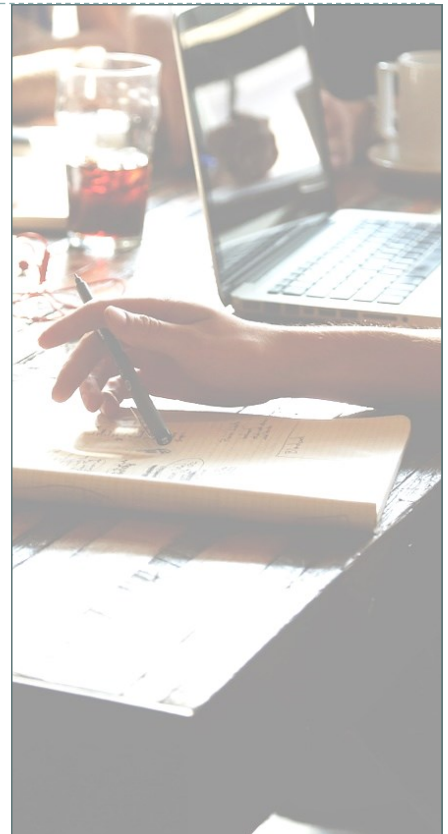


THOUGHT OF THE WEEK

“Wrong is wrong, even if everyone is doing it. Right is right, even if no one is doing it.”

IN LIGHT OF COVID-19, 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?
- Do you have your [social distancing signs](#) in place?
- Updated your [International Association profile](#)?





HABITS TO HELP YOU PROSPER

Network.

Dream big.

Plan ahead.

Get up early.

Stay focused.

Watch less TV.

Invest in yourself.

Read more books.

Avoid time wasters.

Take calculated risks.

Write down your goals.

Live on less than you make.

Make your health a priority.

Do work that matters to you.

Learn from people you admire.

Foster meaningful relationships.

Cultivate an attitude of gratitude.

Take action, even when it's scary.

Have a powerful and inspiring “why.”

JUNE CELEBRATIONS

HAPPY EAOOC ANNIVERSARY

**2 YRS—David
Schaefer**
SchaeferAir

3 YRS—Randy Smith
RC Smith Design Build

12 YRS—Phil Kintz
Kintz Cabinets

47 YRS—Dirk Lewin
*Creative Rug Design &
Stoneworks*

BIRTHDAY BONANZA

6/22—Terry Voll
*Terry's Custom Auto
Glass*

6/29—Tracy Roberts
*Law Office of Tracy
Roberts*

WEDDING ANNIVERSARIES

**6/4—Andy & Helga
Ross**
ABenefitStore.com

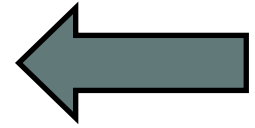
**6/11—Randy &
Cynthia Wind**
The Wind Group

**6/23—Rick & Cherry
Baker**
PAV-KOTE, Inc.



EAOC QUICK LINKS

One-click Access to EAOC Members

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