

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



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

Summer is over and the Board has decided to go back to weekly meetings.

EAOC needs to grow and new members cannot become invested in the association without attending and introducing themselves on a weekly basis. If we stayed with only two meetings a month and a member misses one meeting they will have missed four weeks before they see the group again.

Attendance, producing leads, giving direct business and getting to know new members is the life blood of EAOC.

Next Meeting September 11th

Have a Happy Labor Day

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

SCHEDULE

SEPTEMBER 11, 2019

**Sept 11th Bill Cecil
Merrill Lynch
Sept 18th Open
Sept 25th Instagram
Workshop**

**Doug Whitney
ABenefitStore.com
Kenneth King
Jub Jub Interactive
Lisa McCune
Affinity24**

MEMBERSHIP

The following firms has been proposed for membership in EAOC.

FIRST PRINTING

Pacific Patissine

Rep. Cindy Tobias

2727 S. Shannon St., Santa Ana

714-549-1808

Class. Bakery

Proposed by Sammy Montoya

The Perfect Cup

Rep. Jessica Tobias

77861 Curbinal Circle #A, Garden

Grove

714-965-5587

Class. Coffee

Proposed by Sammy Montoya

Thought for the Week

*Remove blocks from your
flow of money*

*1st become aware of your money
blocks:*

*Being late, sitting by the same people,
ignoring strangers, not aware of who is
attending ... you count the blocks.*

*Take time to write all your financial
blocks on a note pad and erase them
one by one.*

*Clear your financial hose of financial
cholesterol.*

Mel Kaufman



SEPTEMBER CELEBRATIONS



HAPPY EAOC ANNIVERSARY

1 yr. Ron Dymek

Dymek's Freedom Plumbing

1 yr. Tracy Roberts

Law Office of Tracy J. Roberts

BIRTHDAY BONANZA

9/5 Carlos Salazar

Salazar Associates

9/9 Phil Kintz

Kintz Cabinets

9/30 Jonathan Judge

**Atkinson, Andelson, Loya, Ruud
& Romo**

WEDDING ANNIVERSARIES

9/11 Bill & Candy Cecil

Merrill Lynch

9/13 Al & Pam Gapik

AJ Alarm Systems

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Please Note: If the 'Celebration Information' above is incorrect or missing, please email the correct information to the EAOC office immediately.

CLASSIFICATION TALK

When was the last time you gave a Classification Talk? You need to educate your executive sales staff so they can produce leads for your firm. Ask Gayle for a date.