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



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AUGUST 21, 2019

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

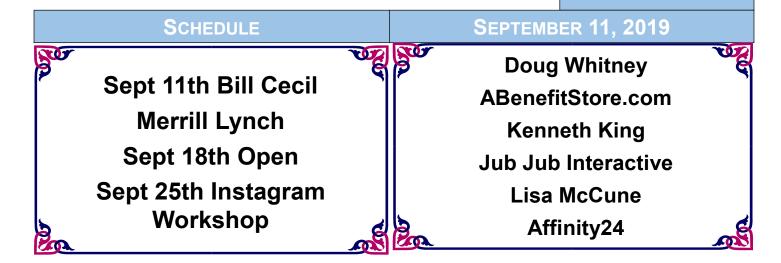
WHAT

YOU KNOW BUT

WHO

YOU KNOW THAT

COUNTS MOST!



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



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.