

REDEFINING  
THE BEST  
WAY TO DO  
BUSINESS  
IN THE  
21<sup>ST</sup> CENTURY



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**JANUARY 18, 2017**

**With 17 reporting, EAOC members had \$25,966,000, in total sales for 2016**

**Around The World in 80 Days  
Leads Contest starts January 25th - Auction March 29th**

**Europe**

Simone Kvalheim  
Phil Kintz  
Carlos Salazar  
Bob Malin  
Pete Sloan  
Kate Mulleady  
Kevin Becker  
Ricardo Barrera  
Dale Jochims

**Australia/Pac Isl**

Rick Kvalheim  
Sammy Montoya  
Mike Banhagel  
Tyler Douthit  
Barbara Taylor  
Hal Grimshaw  
Mel Smith  
Al Gapik  
Arron Check

**North America**

Joe Lightman  
Lee/Lydia Pooler  
Andy Ross  
Gary Gregg  
Mike Hughes  
Wesley Oliver  
Donny Delfin  
Clifford Phipps

**Caribbean**

Andrew Galvez  
Bill Cecil  
Randy Wind  
Gail Roussell  
Doug Whitney  
Jerry Davis  
Chris Staples  
Kenny Arvelo

**Orient/Souteat Asia**

Jeff Hardman  
Christopher Rhodes  
Jonathan Judge  
Tim Osborn  
Kenneth King  
Rick Baker  
Kelly DeWindt  
Nick Kirkland

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

**SCHEDULE**

**January 25th  
Tim Osborn  
Osborn Chiropratic**

**Board Meeting**

**GREETERS**

**Jeff Hardman  
Cretive Rug Design**

**Randy Wind  
The Wind Group**

**Rick Kvalheim  
Affinity 24**

# *Around the World in 80 Days*

**W**elcome to The EAOC Around The World Trade Wars. Please use this program as a guide over the next three months as the countries challenge one another in weekly competition to gain business and new members for EAOC.

As a "Country", it is your responsibility to attend weekly meetings, provide at least one (1) lead per week, learn about the other members' businesses, retain and increase the current membership, and engage in direct business with other members.

## **Earn Extra Points - Travel The World or Do Lunch**

Visit a fellow member's location and meet with them for a least 15 minutes or do lunch. Learn what they do and how you can find them leads. 300 points for lunch or a 15 minute visit. One lunch per member per classification. You must collect a flag to prove your travels.

**Rules Committee:** EAOC Board

### **Thought for the Week**

*"If you believe in unlimited quality and act in  
all your business dealings with total  
integrity, the rest will take care of itself."*

*-Frank Perdue*

## **Scoreboard**

### **NEW MEMBERS 6000 Points**

Turn in proposal 100 Points

Bring approved prospect to meeting 500 Points

Prospect joins 5400 Points

Every member on a team that brings in a new member received 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