

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



1405 WARNER AVE., B  
TUSTIN • CA • 92780  
PHONE (714) 258-8340  
FAX (714) 784-7806

**OCTOBER 4, 2017**

**With 27 reporting, EAOC members had \$518,164,961 in total sales for 2016**



Nick Kirkland of Roger Stone Agency, transitioning to Wright, Finnegan & Carter Insurance Associates, gave the classification presentation this week on his birthday. Nick is a native Californian, graduate of University of Redlands. He has been married to Allyson for forty three years and they have four children and four grandchildren with one on the way. He went to work in his father's insurance agency right out of college representing commercial lines including anything that can be sued, burned on injured.

Nick is a broker who hates selling but loves servicing his clients that he has developed relationships with for over forty years. He explained the different kinds of insurance he handles: property & casualty, general liability, workman compensation, business interruption and International (kidnap, ransom & extortion). Nick will be retiring in the next five years and he was concerned about his clients. Roger Stone Agency is a great firm, however they do not service the commercial lines Nick provides, so over the next six months he will be transitioning to Wright, Finnegan & Carter to handle his book of business after his retirement.

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

#### SCHEDULE

**Oct 11th Renee Leon  
RC Smith Design Build  
Offsite - 2801 N. Brea Blvd.  
Fullerton, 92835**

**Oct 18th Open**

#### OFFSITE OCT 11TH

**EvFree Fullerton  
Church Campass  
Cross Streets Brea Blvd. and  
Bastanchury Rd.  
2801 N. Brea Blvd.  
Fullerton, CA 92835**

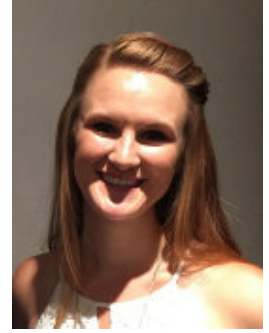
## Open Classifications

The following classifications would produce leads for our existing members. Propose one of these classifications to increase leads for members.

**Appraiser  
Architect  
Carpet Cleaner  
Communications/Phone Lines/  
Internet  
Facility Manager  
Florist  
Home Inspector  
HR Consultant  
Interior Designer  
Mortuary  
Pension Consultant  
Property Manager  
Residential Electrician  
Roofer**

When was the last time you educated your executive sales force in EAOC? If you want the leads they need to know what you do. The worst sentence you can hear in EAOC is "I didn't know you did that."

Open Dates for Talks:  
Oct 18th  
Oct 25th  
Nov 1st



Renee Leon of RC Smith Design Build is the Target EAO member this week. Renee told us that every client is like they are doing the job for family. Their ideal client is a property manager for tenant improvements or business that desires to remodel or freshen up their space.

### MEMBERSHIP

The following firms have been proposed for membership in the Executives' Association of Orange County. Any member who wishes to cast a negative vote please call the Executive Director.

### FIRST PRINTING

Peach Floral 619-913-9459  
337 N. Bell Road Dr. G  
Vista, Ca 92083  
Class: Florist  
Representative: Alie Abel  
Proposed by Sammy Montoya

### SECOND PRINTING

Heartland 949-943-9446  
1231 East Dyer Rd.  
Santa Ana, CA 92705  
Class: Payroll  
Representative: Debbie Biscotti  
Proposed by Doug Whitney

### Thought for the Week

Your time is precious, so don't waste it living someone else's life.  
– Steve Jobs