

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



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

FEBRUARY 15, 2017

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

Wesley Oliver of Axia Home Loans presented the Classification talk this week. Axia is one of the top 100 mortgage companies in the nation. Wesley explained that he is always available by phone, email or text. The market is volatile because of the political situation, however the rates are still extremely low.



Wesley presented some of the many platforms clients can use while working with Axia:

- Mortgage Credit Certificate Program (MCC). A tax credit is more valuable than a deduction and works by increasing a homebuyer's take home pay.
- Lock & Shop. This protects the buyer in a rising rate environment. This program provides interest rate protection for up to 180 days.
- Credit Optimizer. Axia provides guidance including credit report each month, an action plan that provides ongoing guidance and automatically adjusts each month to help a client improve their credit score.
- Axia APP. Streamlines the loan process, interactive calculator tools, send images from the app, market updates, loan status communicated instantly.

Christopher Rhodes and Hal Grimshaw gave outstanding testimonials regarding Wesley's knowledge and customer service.

TO SUCCEED IN
BUSINESS IT'S NOT

WHAT

YOU KNOW BUT

WHO

YOU KNOW THAT

COUNTS MOST!

SCHEDULE

February 22nd Huddle

March 1 - Open

GREETERS

**Jonathan Judge
AALRR
Wesley Oliver
Axia Home Loans
Bob Malin
Attorney At Law**

MEMBERSHIP

The following firm has 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

GOURMET LOVERS CATERING, INC. 714-326-9129
 1722 NORTH TUSTIN ST. ORANGE, CA 92867
 OWNER: CAROLINA GUARDADO
 CLASS: CAKES & INTERNATIONAL CATERING
 PROPOSED BY SAMMY MONTOYA

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
- Facility Manager
- General Contractor
- Home Inspector
- HR Consultant
- Interior Designer
- Mortuary
- Pension Consultant
- Property Manager
- Residential Electrician
- Roofer

Thought for the Week

"A journey is best measured in friends, rather than miles."

-Tim Cahill

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