

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

MARCH 30, 2016

With 18 reporting, EAOC members had \$273,019,277 in total sales for 2015

Around the World in 80 Days

EAOC 2015 AUCTION

April 13, 2016

*Green Parrot Villa, 2035 N. Main St.
Santa Ana, CA 92706*

*Cocktails & Silent Auction, 5:30 P.M.
Dinner, 6:30 P.M.
Live Auction, 7:30 P.M.*

Menu - Salad

Selection: Beef or Fish

Price: \$50.00 per person

**Please call the EAOC office
to RSVP (714) 258-8340**

TO SUCCEED IN
BUSINESS IT'S NOT

WHAT

YOU KNOW BUT

WHO

YOU KNOW THAT

COUNTS MOST!

SCHEDULE

**April 6th Mike Banhagel
Lawyers Title Off Site**

**April 13th Leads Auction
No morning Meeting**

OFF SITE

**Mike Banhagel
Lawyers Title
16755 Von Karman Ste. 100
Irvine, CA 92606
Park in the back of the
building - conference door
will be open**

What are you donating to the auction? Please email Gayle with your donation item and the dollar value. You receive one point per \$1.00 value up to 500 points.

Thought for the Week

"The first step towards the solution of any problem is optimism."

-John Baines

New Member Not In Directory

The Enchanted Florist #39 714-997-7673
107 S. Glassell St., Orange 92866
Rep. Kate Mulleady
Classification: Florist

Samson Door & Window #34 #34A
949-445-3667
1325 N. Red Gum St. #1
Rep. Taft Kintzle and Andrew Galvez
Classification: Doors & Windows

A's Contractor #31 800-886-1594
1095 N. Main St. Ste. T, Orange 92867
Rep. Marius Gabriel Sipa (Mike)
Classification: General Contractor

Clifford Phipps, Dentist #9
714-836-5600
18102 Irvine Blvd., Ste. 210
Rep. Clifford Phipps, DDS
Classification: Dentist

Affinity 24 #7 844-724-2444
1371 Warner Ave., Ste. E, Tustin 92780
Rep. Rick Kvalheim
Classification: Merchant Services



April Celebrations EAOCA Anniversary



EAOCA Anniversary

- 1Yr. Christopher Rhodes
RE/MAX Yorba Linda
- 1Yr. Rigo Santana
Xtreme Xcellence



Birthday Bonanza

- 4/4 Mike Banhagel
Lawyer's Title
- 4/14 Santos Santana
Santana Landscaping
- 4/15 Tim Deshler
Deshler's Quality Collision Repair
- 4/21 Hal Grimshaw
Belden Hiramoto Liu & Co., LLP
- 4/25 Jim Mahoney
Honorary Member
- 4/26 Kevin Becker
Inland Empire Heating & Air Conditioning



Wedding Anniversaries

- 4/4 Doug & Susie Whitney
ABenefitStore.com
- 4/5 Kevin & Kathy Becker
Inland Empire Heating & Air Conditioning
- 4/15 Tim & Lilibeth Deshler
Deshler's Quality Collision Repair



Yelp your fellow members. Give an outstanding review to help EAOCA members receive more business from the internet.

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.

SECOND PRINTING

Pacific Bakery 714-549-2808
2727 S. Shannon St., Santa Ana
Rep. Amando
Classification: Bakery
Proposed by Sammy Montoya

Santa Ana Roofing
S. Logan St., Santa Ana
Rep.
Classification: Roofing
Proposed by Sammy Montoya

Chris Mota Roofing 714-920-6101
690 S. Magnola, Brea
Rep. Chris Mota
Classification: Roofer
Proposed by Tim Deshler

Memory Lane Cleaners 714-541-5525
2705 N. Bristol St., Santa Ana
Rep. Criag Lee
Classification: Cleaners
Proposed by Barbara Taylor

Creative Cakes 714-633-1590
642 W. Chapman Ave., Orange
Rep. Gary Mead
Classification: Bakery
Proposed by Pete Sloan

G & M Auto Care 714-797-2228
811 W. Barkley Ave. Orange
Rep. Greg
Classification: Automotive Repair
Proposed by Andy Ross

Morningside Assisted Living 800-803-7597
800 Morningside Dr., Fullerton
Rep. Pat
Classification: Assisted Living
Proposed by Carlos Salazar

Pete's Upholstery 714-444-1271
231 E. Dyer Rd. #H, Santa Ana
Rep. Pete
Classification: Upholstery
Proposed by Barbara Taylor

Players' Choice 714-953-2001
701 W. 17th St., Costa Mesa
Rep. Burgundy or Darilyn
Classification: Awards/Trophies
Proposed by Nick Kirkland



Nick, Kris, Joe, Catalina

Cool Links

April's restaurant in the Dine Out Calendar is **Huntington Beach Beer Co. & Restaurant:** located at 201 Main St., Huntington Beach (714)-960-5343

April 1st- April Fool's Day

April 10th- Property taxes due

April 15th - Income taxes due

April 16th - Shredding and E-Waste

Arboday.org for a tree planting guide

Lightman • Link

STAR Real Estate

(714) 378-0909

www.OwnABetterHome.com

Email: info@ABetterHome.com



Your

Link

to

a

Better

HOME!

Many thanks to The Mann's for using us to buy a rental property.



NEW LISTING

Remodeled Townhome

181 Lexington, Costa Mesa

\$500,000

4 bedrooms - 2 baths - 2 car garage

Call us for a private showing!

You are never too old to set another goal or to dream a new dream. - C.S. Lewis

Carpe Diem (Seize The Day)



FREE SHREDDING AND E-WASTE EVENT



April 16th 9am - 12pm
Fountain Valley Sports Park
16400 Brookhurst St.

Safely discard personal documents with sensitive information like social security numbers, account numbers, birthdates and medical records.

Get rid of old electronics including: computers, monitors, TV's, ink, toner, printers, microwaves, cell phones, cables and wires. Carpe Diem! Clean out the garage and leave the real estate sales to us.



Real Estate Report

Talk to your CPA BEFORE... Buying or selling a home or any type of real estate.

Buying or selling a primary residence. Know what advantages mortgage interest deduction offers. Understand how to increase your take home pay to afford the new mortgage payment. **When selling,** your CPA can help you eliminate or defer capital gains.

Buying a rental property. Be sure you can access rental property deductions for depreciation, interest and taxes. **When selling a rental,** your CPA can assist in mitigating taxes when you are recapturing depreciation and calculating appreciation.

Buying or selling a vacation home. Tax consequences are much different than when you sell your primary residence.

Putting your kids on title, or putting anyone on title not living in your home. If the kids are on title and have moved out, THEY may have capital gains tax to pay when YOU sell.

Putting your home in a trust. Know the pros and cons of a trust or a will to avoid probate taxes.





LIGHTMAN

LINK

A Better Home!
to Your Link
Happy Spring!

Nick White , Kris Lightman,
Joe Lightman, and Catalina Cruse Volume M Issue 139, April 2016

(714) 378-0909 www.OwnABetterHome.com



Home Beautification

The Table no longer sits alone in the dining room. Today, the table is the heart of the home. It is used for crafts, conversation, homework, folding laundry and of course, for eating.

Traditional floorplans offered a formal dining room that was hardly ever used. A small kitchen table was found near or in the kitchen or there was a breakfast counter. Today's families enjoy gathering around a

large central table that is multi-functional. This can also be a central island that can seat a large group. Owners remove walls to open the space between the kitchen and formal dining room to allow convenient access to the table or island. Eating styles are more casual and relaxed today to accommodate busy schedules.

Seating around these large tables consists of chairs and/or benches. The table



can be easily moved and many times can even be lowered to table height so chairs can be added for additional seating. Need a designer? Call us!

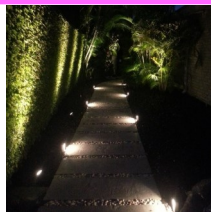
Property Management

Exterior lighting keeps occupants and visitors safe and adds beauty in the evening. Keeping pathways well lit is easy with low voltage lighting systems. Solar fixtures work too, but may not produce enough light.

Determine where the dark spots are and if you want to aim a spot light on a tree or part of the garden. Locate the electrical outlet you will use for the transformer and be sure it is protected with a GFCI (ground fault circuit interrupter). The

transformer reduces the 120 volt current to 12 volts. Since the wires are low voltage, the electrical cables can be placed on the dirt, or just under the soil if you want to hide them. Use a timer so lights turn on and off automatically everyday.

If you have existing lights and they are halogen, you can upgrade the bulbs to LED. They cost more but they will last 10 years.



Oh the weather outside...

National Arbor Day was first observed as a national holiday in Nebraska in 1872. You would never know today that the state was virtually treeless 150 years ago.



When choosing a location to plant a tree, keep in mind soil conditions, and water availability. Be sure there is space for overhead wires, roots, (to avoid upsetting sidewalks or streets), for leaves (on and off the tree), and the canopy (to avoid interfering with nearby structures). To decide what tree to plant; know why it's being planted. Is the tree being planted to save energy and provide shade? Is it being planted to beautify the grounds? Is providing wildlife habitat important? Will the tree be part of a windbreak or shelterbelt? This year plant a tree on April 29th and celebrate Arbor Day.

