

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

APRIL 26, 2017

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

EAOOC exists to produce leads for members.

We have a new program, EAOOC Weekly Target Members. Each week a member will be selected to be interviewed by the president. Everyone will be reminded three times in the week to look for leads for the target member. This week's highlighted member is Chris Staples of Advanced Networking Consulting.



Advanced Network Consulting provides outsourced technical support for computer networks including service calls, office relocation, moving equipment and cabling.

Chris said his best leads are: dental office, audiologist office and non-profits. His goal is to be a strategic partner to his clients helping them set three to five year goals for their technology needs.

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

EAOOC Morning Meetings start at 7:00 am

SCHEDULE

*May 3rd Tim Osborn
Osborn Chiropratic
May 9th - Kenneth King
Jub Jub Interactive
May 17th Mike Hughes
Simpson Chevrolet - Offsite*

GREETERS FOR MAY 3RD

*Andy Ross
A Benifit Store
Dale Jochims
Titan Pool Center
Donny Delfin
California United Bank*

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

Snow's Automotive 714-538-1868
324 W. Chapman Ave., Orange 92866
Class: Automotive Repair
Representative: Grady, Manager
Proposed by Joe Lightman

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

"Don't let the fear of the time it will take to accomplish something stand in the way of your doing it. The time will pass anyway; we might just as well put that passing time to the best possible use."

-Earl Nightingale



May Celebrations



Happy EAOC Anniversary

7 Yrs. Gary Gregg
Creating With Glass
11 Yrs. Terry Voll
Terry's Custom Auto Glass

Birthday Bonanza

5/2 Gail Roussell
HUB International
5/9 Tyler Douthit
Divert Pest control
5/29 Joe Lightman
Star Real Estate
5/30 Dale Jochims
Titan Pool Center



Wedding Anniversary

5/5 Gary & Carol Gregg
Creating With Glass
5/18 Gail & Roger Roussell
HUB International
5/26 Jim & Shirley Mahoney
Emeritus

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:
May 24th
June 7th
June 14th