

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



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**JULY 19, 2017**

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

## Interesting Facts Discovered by Target Buddies This Week

Andrew Galvez of Samson Door & Window played guitar in a rock band

Carlos Salazar of Salazar Associates watches Educational YouTube videos and loves golf

Stephen Olear of Law Office of Stephen E. Olear loves golf and reading

Kevin Becker of Inland Empire Heating & Air Conditioning loves to travel

Manny Gonzales of Confetti Events has 3 kids (one a new born) and a Great Dane – no time for hobbies

Aaron Check of Aaron's Plumbing likes working on cars

Bill Cecil of Merrill Lynch enjoys all sports, ex-football and rugby player

Sammy Montoya of La Chiquita Restaurant has 6 classic cars, all Mustangs

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

### SCHEDULE

***July 26th Open  
Board of Directors Meeting***

***August 2, 2017 Open***

### GREETERS FOR JULY 26TH

***Phil Kintz  
Kinz Cabinets  
Sammy Montoya  
La Chiquita Restaurant  
Nick Kirkland  
Roger Stone Agency***

Jeannie McDaniel of Farmers Insurance loves hiking and the outdoors, new mother of 3 puppies

Mike Hughes of Simpson Chevrolet loves camping and is a firearms instructor

Wesley Oliver of Axia Home Loans works out 6 days a week and reads non fiction

Nick Kirkland of Roger Stone Agency is an artist and certified massage therapist

Pete Sloan of OC Toner Pros loves yoga and hiking

Kenneth King of Jub Jub Interactive plays Dungeons and Dragons board game

Mel Smith of Mel Smith Electric was a pro bowler

Terry Voll of Terry's Custom Auto Glass likes horse racing

Chris Staplers of Advanced Network Consulting likes wood working

Tim Osborn of Osborn Chiropractic has a son who throws shot put and discus like he did in college

Gary Gregg of Creating With Glass likes to bowl and golf

Ricardo Barrera of Photography by Ricardo loves mountain biking and weight lifting

Kelly Dewindt of Speedpro Imaging is writing a book



## 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

Confetti Party Rentals & Catering 714-542-7775  
922 S. Lyon St., Santa Ana, 92705  
Class: Party Rentals and Catering  
Representative: Manny Gonzales  
Proposed by Sammy Montoya

Abby's Floral Design 714-858-6752  
1636 Oak St., Placentia  
Class: Florist  
Representative: Ricio Sanchez  
Proposed by Sammy Montoya

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:

July 26

Aug 2

Aug 9

Aug 23

## Thought for the Week

Far and away the best prize that life offers is the chance to work hard at work worth doing. –

*Theodore Roosevelt*