

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



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AUGUST 23, 2017

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



Kelly DeWindt of Speedpro Imaging gave the Classification Presentation this week. Kelly was raised in Southern California, went to boarding school in the Midwest and college in Illinois. She was very active in soccer and now kick boxing. Kelly is working on a novel, so when it is made into a movie we can all say we knew her before the book was published.

Kelly explained fleet decals, the design process, customizable coverage, to include logo, slogan and services. They can make adjustments to fit every make and model of car, truck or van. The decals can be made to order for existing vehicles in the fleet. The decal is a giant, intricate sticker installed at their location or the clients. It is \$12 per square foot installation included.

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

SCHEDULE

Aug 30th Jeannie McDaniel
Farmers Insurance

Sept 6th No Meeting
Happy Labor Day

Sept 13th Mini Talks

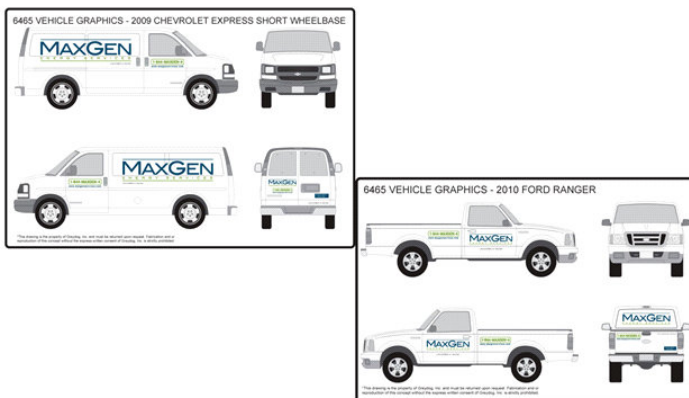
GREETERS FOR AUGUST 30TH

Randy Wind
The Wind Group
Renee Leon
RC Smith Design Build
Rick Kvalheim
Affinity 24



For national accounts they can work with other Speedpro locations all over the country (example: Texas, Colorado Virginia, New York. They can ship from their shop or send art work to be printed and installed at another Speedpro.

FROM PROOF...

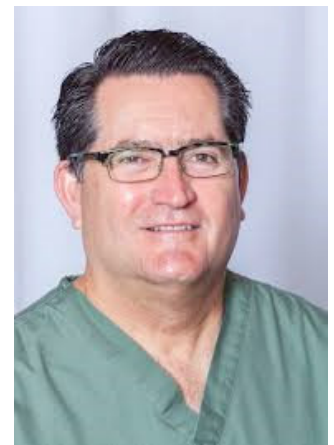


...TO REALITY



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:
Sept 27th
Oct 4th
Oct 11th



Dr. Clifford Phipps, Dentist is the EAOC Target member this week. He started his general practice of dentistry in 1988. Anyone who has teeth or does not have teeth is a good lead for Clifford. Gayle Stewart told us what makes Dr. Phipps special, "He cares, is conscientious, professional and gentle." His practice is anything tooth related including, teeth cleaning, fillings, crowns, periodontal and cosmetic.

Thought for the Week

The trick is in what one emphasizes. We either make ourselves miserable, or we make ourselves strong. The amount of work is the same. —

Carlos Castaneda