

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



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

**SEPTEMBER 13, 2017**

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

An empty chair does no business.

We miss you this week:

Jeff Hardman  
Manny Gonzalez  
Lydia Pooler  
Jonathan Judge  
Aaron Check  
Timothy Osborn  
Lee Pooler  
Al Gapik  
Rick Baker  
Kevin Becker  
Jerry Davis  
Kenneth King



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

#### SCHEDULE

**Sept 20th Doug Whitney**  
***ABenefitStore.com***

**Sept 27th Jeannie McDaniels**  
***Farmers Insurance***  
***Board Meeting***

#### GREETERS FOR SEPTEMBER 20<sup>TH</sup>

**Manny Gonzalez**  
***Confetti Events & Catering***  
***Jonathan Judge***  
***AALRR***  
***Wesley Oliver***  
***Axia Home Loan***



Lee Pooler of Jub Jub Interactive is the EAOE Target member this week. Jub Jub is a website developer, hosting, email server and optimization company that has been in business for over 20 years. They want to develop relationships/partnerships with the clients to really meet their needs and goals. Their ideal client is small to medium size with a personal introduction to the business owner, marketing director or IT director.

#### 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

Stadium Automotive and European Car Specialist 714-634-0206  
2120 E. Howell Ave., #414  
Anaheim CA 92806  
Class: Automotive Repair  
Representative: Roger Spencer  
Proposed by Barbara Taylor

#### Thought for the Week

Never interrupt your enemy when he is making a mistake.

Napoleon Bonaparte

## 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**  
**Communications/Phone Lines/Internet**  
**Facility Manager**  
**Florist**  
**Home Inspector**  
**HR Consultant**  
**Interior Designer**  
**Mortuary**  
**Pension Consultant**  
**Property Manager**  
**Residential Electrician**  
**Roofer**

When was the last time you educated your executive sales force in EAOE? If you want the leads they need to know what you do. The worst sentence you can hear in EAOE is "I didn't know you did that."

Open Dates for Talks:

Oct 4th

Oct 11th

Oct 18th

Oct 25th