



WITH 10 REPORTING, EAOC MEMBERS HAD \$40,014,759 IN TOTAL SALES IN 2021.

## The EAOC Weekly

### JUB JUB INTERACTIVE: FUNNY NAME, SERIOUS WEBSITES

This week, our own resident web guru, Lydia Pooler of Jub Jub Interactive, delivered a complete breakdown of Jub Jub's online capabilities!

Most of us already knew that one of the most effective (and necessary) tools available for small AND large businesses today is a great website. BUT, not all of us realized that a website can do much more for a business than just tell us who they are. Jub Jub finds out what a company is trying to DO with its website, such as to increase conversion rates, then gears the site around these goals.



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

#### UPCOMING SPEAKER SCHEDULE

**JANUARY 25TH, 2023**

Membership Drive

**FEBRUARY 1ST, 2023**

Diana Diaz with Deelux Florida



**The Executives' Association  
of Orange County**

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Rancho Santa Margarita, CA 92688

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E-mail: [director@eaoonline.com](mailto:director@eaoonline.com)  
[www.EAOOnline.com](http://www.EAOOnline.com)



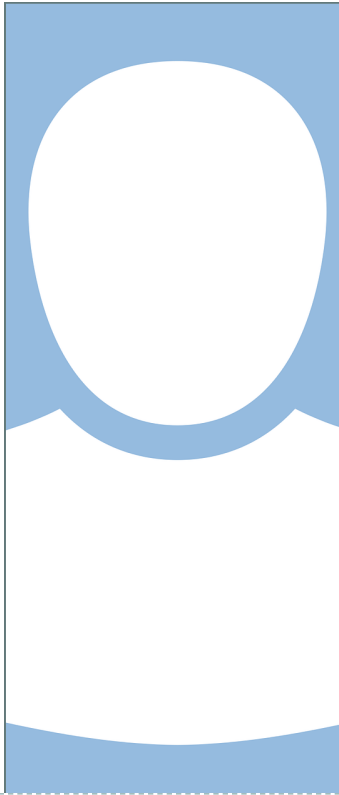
We also learned that although online existence is necessary for a business, the website will rank higher in search results (and therefore get you more traffic and leads) if third-party platforms are pointing to it. It's about making it EASY for search engines to find and categorize your website. And, Jub Jub happens to be experts in this. It all starts with Search Engine Optimization (SEO), and making your website as efficient as possible in the way it's created.

Even though it's been around forever, it was refreshing to hear that email marketing stats remain strong across all ages, even with all of the options available to us to receive updates and information. Proven to be one of the most cost-effective and DIRECT ways to reach customers, email marketing is something that the team at Jub Jub works on closely with clients to get the best results possible.

With Jub Jub handling hosting, design and development, and digital marketing for businesses for over 20 years, it's easy to see why they have over 700 successful projects under their belts.

Thank you, Lydia, for sharing your knowledge with us, and for educating us on how to make the most out of our space in the online universe!

**For more information, or to get the conversation started about your new or existing website, visit: [JubJub.com](http://JubJub.com).**



## INTERNATIONAL MEMBER PROFILES

Is your International Executives' Association member profile accurate? Every EAOC member is featured on the IEA website's 3000+ member directory, which makes it easy to find somebody if you have a vacation home, are traveling and need a recommendation, or know friends and family who live out of town. [Please sign in and update your member profile as soon as possible.](#) Contact Katie for assistance.

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## THOUGHT OF THE WEEK

*"Your most unhappy customers are your greatest source of learning."*

*- Bill Gates*

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## ATTENDANCE CREDIT OPPORTUNITIES

One way to earn EAOC meeting attendance credit is by meeting with other members at the group's favorite lunch spot, La Chiquita Restaurant! Simply make a lunch date with another member, and tell us about it at our next morning meeting. You can redeem attendance credits for missed morning meetings, helping us all to meet our 50% attendance minimum. Now that's something to toast to!

**La Chiquita Restaurant**  
**906 E. Washington Ave., Santa Ana**  
**714.543.8787**

## MEMBERSHIP

*The following firms have been proposed for membership in EAOC:*

### **SECOND PRINTING**

**Dan Tatum**

**Eberhardt's Tire & Automotive**

2355 E. Orangethorpe Ave.

Fullerton, CA 92831

phone: 714.871.9810

*Classification: Auto Body / Tires*

*Proposed by Ron Dymek*



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## THOUGHT OF THE WEEK

*“Timing, perseverance, and ten years of trying will eventually make you look like an overnight success.”*

*- Biz Stone*

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## NEW MEMBER RECRUITMENT BONUS

Reminder: EAOC proudly encourages its members in expanding and empowering their fellow prestigious Orange County executives! More quality members means more quality referrals.

An EAOC sponsor receives a \$150 bonus for recruiting a new EAOC team member, after three months of successful membership.

***Please contact Katie to arrange the invitation of a guest to a future EAOC morning meeting!***





# Classification of the Month: **Commercial Insurance**



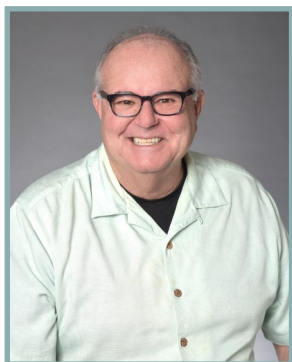
## *Calling all Commercial Insurance Agents!*

We are actively seeking a qualified, trusted, tried and true Commercial Insurance Agent to fill our Classification of the Month.

Please consider your entire network, and invite your favorite Commercial Insurance Agent to breakfast next week.

Email Katie for our sponsorship form, and to get them on our guest list!

*Thank you!*



## PRESIDENT'S MESSAGE

We are getting back to our old selves with a great turn out this week, and the largest gathering of 2023.

I think we had over 20 members in attendance, plus three on Zoom. If you haven't been on Zoom, or met with us in person lately, please plan on attending next week.

Next Wednesday we will hear from our trusted Mortgage Broker, Holly Frost. **January 25<sup>th</sup> is our mandatory Membership Drive meeting, so please send out three invitations in your contacts, and bring at least one person to be entered into a special drawing.**

Also, Katie needs ALL members to include EAOC as an additional insured. She will send out the address she wants on the COI. Contractors should include liability, auto and workman's compensation. This is needed by the end of this month.

Lydia Choi of Jub Jub Interactive/Website Design presented to us this week, with a very detailed visual PowerPoint through Zoom of what goes into creating and maintaining a website. Jub Jub Interactive has completed and designed over 800 sites! We look forward to Lydia presenting again soon, since we ran out of time, and are eager to learn more. I hate having to stop a presentation before it's finished, especially when it is so well done. Thanks for your time, Lydia!

- Ron

**Ron Dymek**

**DYMEK'S FREEDOM PLUMBING  
EAOC 2022-2023 President**

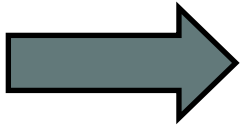


## NEW MEMBER TARGETING

We are actively seeking new members in the following classifications:

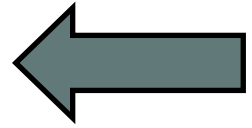
- Physical Therapist
- Dentist
- Florist
- Window Washing
- **Solar Panels**
- Wifi Expert
- Auto Mechanic

*Please email Katie for more details!*



# EAOC QUICK LINKS

One-click Access to EAOC Members

**ACCOUNTANT:**

[Hal Grimshaw, CPA · Belden Hiramoto Liu & Co., LLP](#)  
714-556-8140  
hal@bhlcpas.com

**ADVERTISING SPECIALTY:**

[Carlos Salazar · Salazar Associates](#)  
714-990-9214  
carlos@promotownusa.com

**AIR CONDITIONING & HEATING:**

[David Schaefer · Schaefer Air Inc.](#)  
909-944-5111  
schaefair@gmail.com

**ALARMS:**

[Al Gapik · AJ Alarm Systems](#)  
714-632-6720  
ajalarmsystems@sbcglobal.net

**ATTORNEY/ESTATE PLANNING:**

[Tracy J. Roberts · Law Office of Tracy J. Roberts](#)  
562-340-6277  
tracy.roberts@tjr-law.com

**ATTORNEY/LABOR LAW:**

[Jonathan Judge · Atkinson, Andelson, Loya, Ruud & Romo](#)  
562-653-3200  
jjudge@aallr.com

**ATTORNEY/PUBLIC DEFENDER:**

[Amber Poston](#)  
657-251-6090  
amber.poston@ocpubdef.com

**AUTO/TRUCKS/DOMESTIC/COMMERCIAL:**

[Mike Hughes · Simpson Chevrolet](#)  
714-534-2700  
mhughes@simpsongm.com

**BANK:**

[Donny Delfin · Pacific Western Bank](#)  
714-450-4683  
ddelfin@pacificwesternbank.com

**CABINETS – CUSTOM RESIDENTIAL & COMMERCIAL:**

[Phil Kintz · Kintz Cabinets](#)  
714-630-3331  
phil@KintzCabinets.com

**ELECTRICAL CONTRACTOR—COMMERCIAL:**

[Mel Smith · Mel Smith Electric, Inc.](#)  
714-761-3205  
melsmith3205@yahoo.com

**EMERITUS MEMBER:**

[Jim Mahoney · 714-538-5111](#)

**EMERITUS MEMBER:**

[Pete Sloan · 714-633-3906](#)  
posloan@yahoo.com

**EMERITUS MEMBER:**

[Andy Ross · 714-749-7677](#)  
adross1942@gmail.com

**EMERITUS MEMBER:**

[Gayle Stewart · 714-342-5848](#)  
gstewart@gsecorp.org

**FINANCIAL INVESTMENTS PLANNING:**

[Patrick Cecil · Merrill Lynch](#)  
949-859-2958  
Patrick.cecil@ml.com

**FLOORING/HARD GOODS/INTERIOR DESIGN:**

[Karyn Hadley · Riteloom](#)  
714-764-1122  
karyn@riteloom.com

**FLORIST:**

[Diana Diaz · Deelux Florista & Events](#)  
949-491-5660  
deeluxflorista@gmail.com

**GLASS/ STAINED & BEVELED:**

[Gary Gregg · Creating with Glass](#)  
714-970-9359  
geggregg@sbcglobal.net

**MERCHANT SERVICES:**

[Lisa McCune · Affinity24](#)  
844-724-2444  
lisa@affinity24.com

**MORTGAGE BANKER:**

[Holly Frost · Pac Res Mortgage](#)  
909-240-5988  
Holly.Frost@pacresmortgage.com

**PARTY RENTALS & CATERING:**

[Manny Gonzalez · Confetti Events & Catering](#)  
714-542-7775  
Confettievents@att.net

**PAVING-ASPHALT:**

[Danny Baker · PAV-KOTE, Inc.](#)  
714-871-4905  
danny@pavkote.com

**PEST CONTROL:**

[Tyler Douthit · Divert Pest Control](#)  
714-299-9118  
tyler@divertpest.com

**PLUMBING/SEWAGE SANITATION CONTRACTOR:**

[Ronald J. Dymek · Dymek's Freedom Plumbing, Inc.](#)  
714-632-8989  
info@freedomplumbing.com

**REAL ESTATE/RESIDENTIAL:**

[Gizi Clemmer, REALTOR, SRES · First Team Real Estate](#)  
562-688-8275  
GiziClemmer@gmail.com

**RESTAURANT-MEXICAN:**

[Sammy Montoya · Green Parrot Villa · La Chiquita Restaurant](#)  
714-543-8787  
lachiquitarest@yahoo.com

**ROOFING/COMMERCIAL:**

[Greg Peterson · Sadler Roofing, Inc.](#)  
949-675-5095  
greg@sadlerroofing.com

**SIGNS/LARGE FORMAT IMAGING:**

[Loy Sampaio · SpeedPro Dynamic](#)  
714-258-7223  
lsampaio@speedpro.com

**VITAMINS & WELLNESS PRODUCTS:**

[Yon Himelman · ATOMY](#)  
949-554-9294  
yhimelman@gmail.com

**WEBSITE DESIGN:**

[Lydia Pooler & Kenneth King · Jub Jub Interactive](#)  
714-586-8500 · lydia@jubjub.com · kenneth@jubjub.com

**WEBSITE HOSTING:**

[Lee Pooler · Jub Jub Interactive](#)  
714-586-8500 · lee@jubjub.com