

The EAOC Weekly

October 18, 2023



WITH 12 REPORTING, EAOC MEMBERS HAD \$51,573,300 IN TOTAL SALES IN 2022.

The EAOC Weekly

PAYROLL SERVICES SIMPLIFIED WITH ASURE'S QUINTON FASOLA

EAOC had the pleasure of learning from Quinton Fasola this week, EAOC's trust payroll expert from Asure Software.



The group learned that business owners need to build great teams (aka Human Capital) to get to the next level but they must also allocate financial capital in areas that drive growth, not a bloated back-office that sucks cash from sales, marketing, product development, and customer service.

That's where Asure comes in.

They build great HCM software that's delivered via

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

UPCOMING SPEAKER SCHEDULE

OCTOBER 25TH, 2023

Gizi Clemmer with FirstTeam
Real Estate

NOVEMBER 1ST, 2023

Patrick Cecil's SPOOKY
Halloween Presentation



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of Orange County

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Asure

the cloud on a subscription basis so it doesn't require any IT overhead or a large capital purchase that consumes cash. And because they're hyper focused on HCM for growth, clients can scale from start-up to 1,000+ employees on their platform without any expensive upgrades or painful migrations.

Quinton explained that Asure also has a timed attendance component to capture employee hours worked, relieving pressure on small business owners. Additionally, during the onboarding process, hiring is streamlined as information is inputted by the employee, removing the possibility of transcription errors.

For companies that don't want the risk and overhead of maintaining payroll and HR staff, Asure can also take the expense and compliance headache off their plates. Their certified HR professionals help build top-notch teams, stay compliant with HR laws, and eliminate the need to hire full-time back-office staff.

Their clients have their own mission — build a better product, figure out a better way, maybe even change the world. To do that, they must grow.

Asure helps businesses develop Human Capital to get to the next level, stay compliant, and allocate their time, money and technology toward growth.

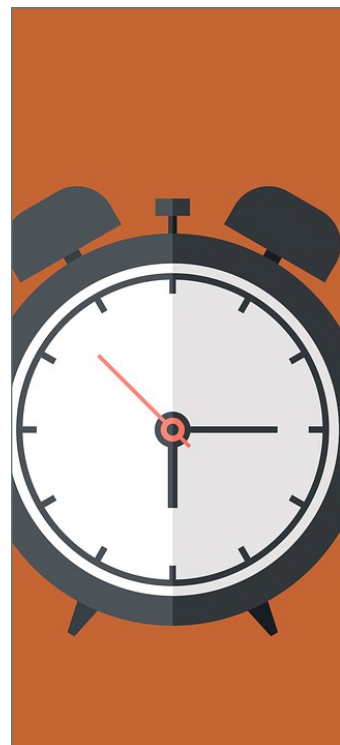
For more information on Asure, or to learn more about simplifying your payroll, please call Quinton at 949.306.1120.

GOOD MORNING EAOC!

EAOC MEMBERS: Meetings will now begin promptly at 7:00 am, with breakfast served at 6:45 am.

We encourage you to arrive early to catch up with your fellow teammates before the meeting begins.

We look forward to seeing you!



THOUGHT OF THE WEEK

“If you’re competitor-focused, you have to wait until there is a competitor doing something. Being customer-focused allows you to be more pioneering.”

- Jeff Bezos

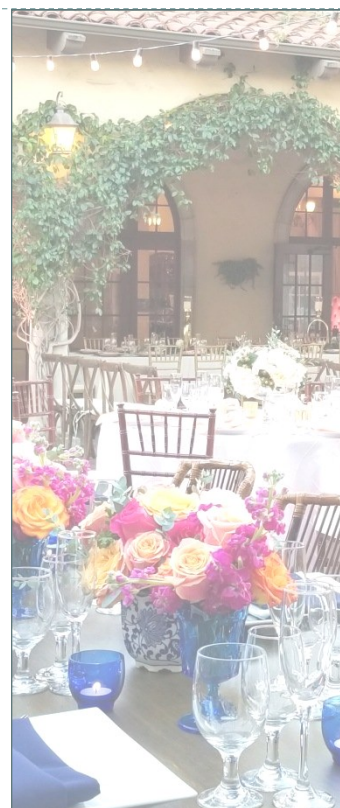
EAOC MEMBERS FALL CELEBRATION

You’re invited to join us for brunch on October 22nd at the beautiful Green Parrot Villa! EAOC is booked for the first seating at 9:30 am, and will be enjoying a breakfast buffet, live mariachi music, an endless dessert bar, and of course, sparkling champagne. Come celebrate our wonderful group with us – each member and a guest get \$15 toward their brunch, courtesy of EAOC! See Katie today to reserve your seat!

Date: October 22, 2023

Time: 9:30 AM

Location: The Green Parrot Villa





MEMBERSHIP MOMENT

Hello EAOE!

When a member is not present, they are losing out on creating the camaraderie and relationships with other members.

I've made it my mission, on a weekly basis, I will take the membership directory and call those members who did not attend that particular meeting.

For the meeting this week, we had 16 members attend the meeting and 17 members not attend the meeting. I would like to flip those numbers around. More people attending in person or on zoom then not.

I challenge you all to please do the same, reach out to our members whether it be on the phone or an email or a text, I know they would love to hear from you. Let them know that we missed them!

I missed y'all while I was gone!

Make it a happy day, Gizi

Gizi Clemmer

EAOE Past President

First Team Real Estate



NEW MEMBER RECRUITMENT BONUS

Reminder: EAOE proudly encourages its members in expanding and empowering their fellow prestigious Orange County execs!

More quality members means more quality referrals.

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

***Please contact
Katie for more
information!***

Target Classification of the Month: **Physical Therapist**



Calling all Physical Therapists!

EAOB members: we are actively seeking a qualified, trusted, tried and true Physical Therapist to fill our Target Classification of the Month.

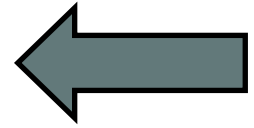
Please consider your entire network, and invite your favorite Physical Therapist to breakfast next week!

Email Katie to get them on our guest list.

Thank you!



EAOC QUICK LINKS

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