



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

The EAOC Weekly

PAVING & ASPHALT SIMPLIFIED WITH DANNY BAKER OF PAV-KOTE

As the world reaches for renewable energy and sustainable resources, it appears many of us have overlooked the fact that 94% of asphalt is actually recycled! Danny Baker of PAV-KOTE, Inc. provided a fascinating presentation this week at EAOC's morning meeting, including several interesting statistics that most people wouldn't be privy to.



With over 40 years in the industry, and almost 20 years with EAOC, PAV-KOTE is no stranger to the group. However, Danny's presentation was a rare glimpse into the world behind the scenes of paving, which is often happening during off hours—while the general public is sleeping. For example, airports and schools are typically

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

UPCOMING SPEAKER SCHEDULE

MARCH 1ST, 2023

Patrick Cecil with Merrill Lynch

MARCH 8TH, 2023

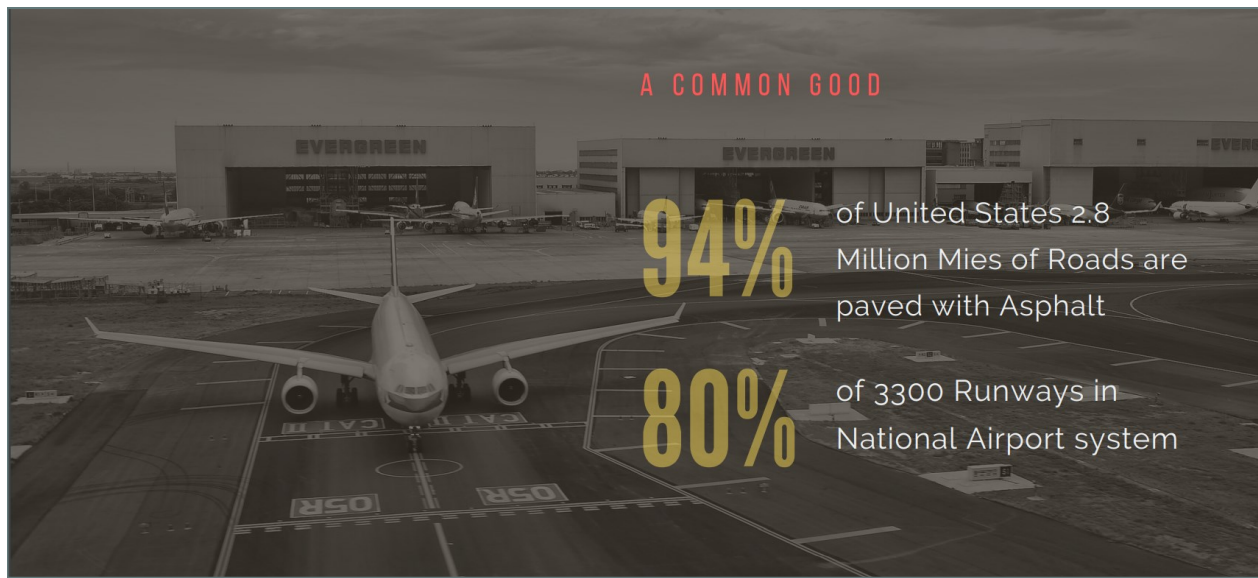
Tyler Douthit with Divert Pest Control



**The Executives' Association
of Orange County**

31441 Santa Margarita Pkwy, #115
Rancho Santa Margarita, CA 92688

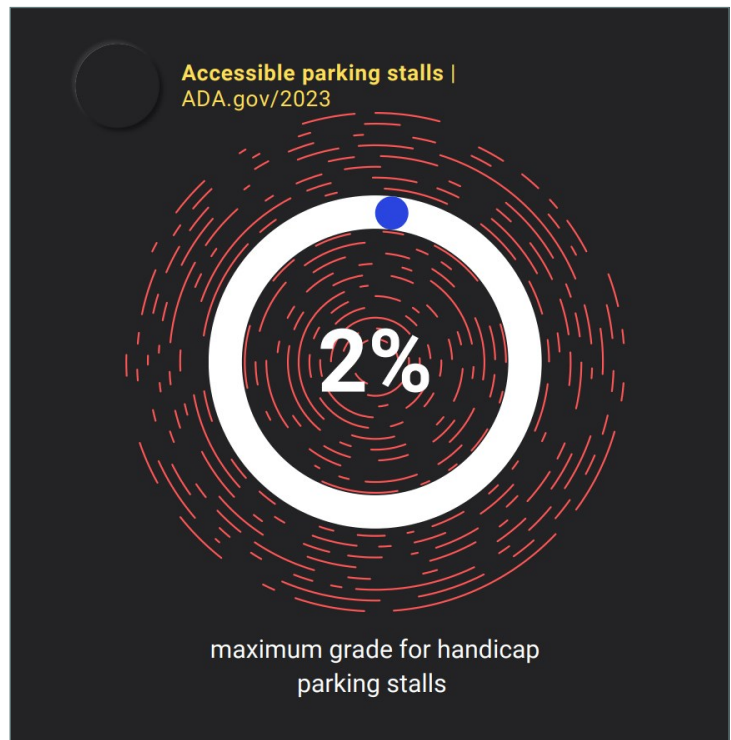
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www.EAOOnline.com



revamped throughout the night to minimize downtime. With three shifts of workers available at PAV-KOTE, and four decades of experience, jobs are completed quickly and efficiently.

For those responsible for maintaining their business's parking lots, it's incredibly important to know that per the ADA, the maximum grade for handicapped parking stalls is 2%. One in five people in the United States have a disability, making this statistic one that cannot be overlooked. Fortunately, PAV-KOTE has plenty of experience in grading and paving parking lots, including handicapped parking stalls. Another reason why they have been EAOC's trusted paving expert for nearly 20 years.

To learn more about paving, asphalt, or to verify that your parking lot is ADA compliant, please contact Danny Baker at www.PAVKOTE.com.



MEMBER-TO-MEMBER MONEY TALK

With next week's special presentation by Patrick Cecil of Merrill Lynch, now's the time to fully take advantage of the opportunity to ask Patrick your financial questions! Please email Patrick directly at patrick.cecil@ml.com, and don't wait—the group gets to hear from Patrick on Wednesday, March 1st.



THOUGHT OF THE WEEK

“You can use an eraser on the drafting table, or a sledgehammer on the construction site.”

- Frank Lloyd Wright

NEW MEMBER RECRUITMENT BONUS

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

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

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



MEMBERSHIP

The following firms have been proposed for membership in EAOC:

SECOND PRINTING

Carla Mullet • Instant Cash Offer

2475 N. Tustin St. #A, Orange 92865

phone: 811.985.0051 / cell: 714.878.2031

Classification: Used Car Purchases

Proposed by Lisa McCune

FIRST PRINTING

Chris Wessels • IQ Risk

8881 Research Drive, Irvine 92618

phone: 949.679.3700

Classification: Commercial Insurance

Proposed by Lisa McCune

Chris Rivera • Seis Soles Wine Co.

Orange County, CA

phone: 209.204.1472

Classification: Wine Club

Proposed by Diana Diaz

Gisela Cuevas • You Deserve Champagne

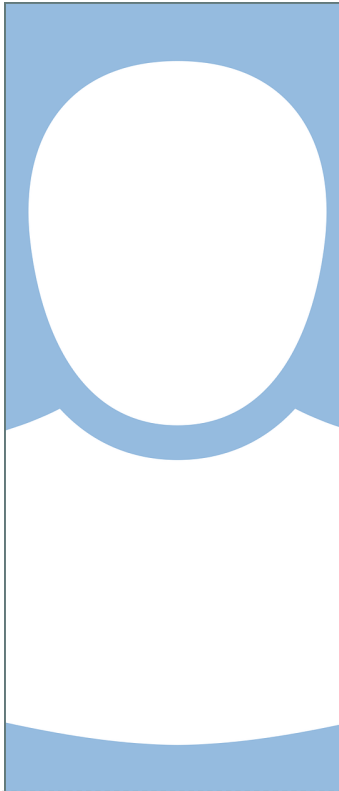
Orange County, CA

phone: 714.356.3316

Classification: Boutique

Proposed by Diana Diaz





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.

THOUGHT OF THE WEEK

"It always seems impossible until it's done."

- Nelson Mandela



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

Classification of the Month: **Commercial Insurance**



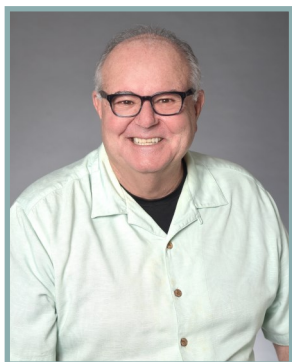
Calling all Commercial Insurance Agents!

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

Hello EAOC!

We had another great meeting this week, with FIVE new proposed members in attendance.

One of our newest members, Diana Diaz of Deelux Florista & Events, proposed two new members: Chris Rivera of Seis Soles Wine Co., for the classification of "Wine Club," and Gisela Cuevas of You Deserve Champagne, for the classification of "Boutique." Lisa McCune's guests were Carla Mullet of Instant Cash Offer, for the classification of "Used Car Purchases," and Chris Wessels of IQ Risk, for the classification of "Commercial Insurance." We all enjoyed seeing Ezra Leyton again, for the classification of "Commercial Real Estate Broker," proposed by me. A warm welcome to all of our guests!

Danny Baker with PAV-KOTE, Inc., not only gave a great presentation about the Asphalt Industry, but also explained how Rick started his business over 40-years ago, and now has a crew of over 45 employees. It appears no job is too small or large for them in asphalt or concrete applications.

Our upcoming Membership Drive meeting is on March 29th, and attendance is mandatory. Be sure to join us next week for Patrick Cecil of Merrill Lynch's presentation. We always appreciate hearing from Patrick.

Please arrive at 6:45 am to fill your coffee cups, and to get in some early networking before the meeting begins. We would like everyone to be able to be seated, and begin enjoying breakfast by 7:00 am, so we can be sure to start our meeting on time. Due to increasing attendance, we will be sure to let everyone know beforehand how much time we can allocate to each member's contribution to our weekly topic discussion. When you hear the buzzer, please wrap up your comments, and pass the microphone. Thank you in advance!

Have a great week, and let's refer some business!

Ron

Ron Dymek

DYMEK'S FREEDOM PLUMBING
EAOC 2022-2023 President

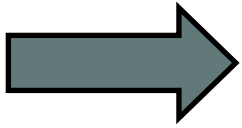


NEW MEMBER TARGETING

We are actively seeking new members in the following classifications:

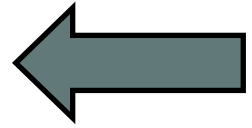
- Chiropractor
- Dentist
- Pastry Chef
- Window Washing
- **Solar Panels**
- Wifi Expert
- Vinyl Fencing
- Acupuncture
- Dry Cleaning

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@bhlcpcas.com

ADVERTISING SPECIALTY:

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

AIR CONDITIONING & HEATING:

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

ALARMS:

[AJ 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@simpsonsgm.com

AUTOMOTIVE REPAIR:

[Dan Tatum · Eberhardt's Tire & Automotive](#)
714-871-9810
eberhardtstire@gmail.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

HANDYMAN:

[Ruben Mota](#)
[Mota Handyman Services](#)
714-785-5576
motaruben76@gmail.com

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:

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949-675-5095
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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:

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714-586-8500 · lee@jubjub.com