



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

The EAOC Weekly

FEATURED MEMBER: PATRICK CECIL OF MERRILL LYNCH

This week's featured member is Patrick Cecil, of Merrill Lynch. Patrick is a Financial Advisor and CFP certificant in the Irvine, California office.



He joined Merrill Lynch Wealth Management in 2016 after coming from Academia, where he was a History professor following the completion of his Ph.D. at The University of Alabama.

Good leads for Patrick include individuals, families, or businesses needing assistance with their financial planning. He can also be of great help setting up and following a plan for

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

UPCOMING SPEAKER SCHEDULE

MARCH 8TH, 2023

Tyler Douthitt with Divert Pest Control

MARCH 15TH, 2023

Holly Frost with Pac Res Mortgage



**The Executives' Association
of Orange County**

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

Phone: 949.525.8412
E-mail: director@eaoonline.com
www.EAOCOnline.com



retirement, or other financial service needs that they may have.

Patrick offers the following services:

- Financial Planning
- Retirement Planning
- Education Planning
- Brokerage Services
- Insurance
- Mortgages
- Annuities

Please contact Patrick to start a conversation about YOUR financial planning needs:

Phone: 949-859-2958

Email: patrick.cecil@ml.com

<https://fa.ml.com/california/irvine/cecil-and-cecil/>



MARCH CELEBRATIONS

HAPPY EAOC ANNIVERSARY

52 Yrs Executives' Association of Orange County
(Founded: March 31, 1971)

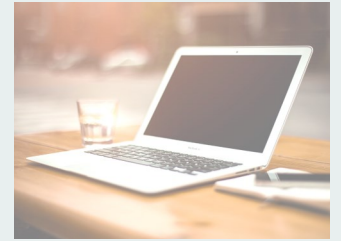
- 3 Yrs. Holly Frost—**Pac Res Mortgage**
- 21 Yrs. Rick Baker—**PAV-KOTE, Inc.**
- 22 Yrs. Lee Pooler—**Jub Jub Interactive**
- 46 Yrs. Mel Smith—**Mel Smith Electric**
- 50 Yrs. Hal Grimshaw—**Belden Hiramoto Liu & Co., LLP**
- 52 Yrs. Andy Ross—**ABenefitStore.com**

BIRTHDAY BONANZA

- 3/1 Donny Delfin—**Pacific Western Bank**
- 3/31 Rick Baker—**PAV-KOTE, Inc.**

WEDDING ANNIVERSARIES

- 3/13 Lisa & Steve McCune
Affinity24
- 3/18 Hal & Diane Grimshaw
Belden Hiramoto Liu & Co., LLP
- 3/20 Phil & Theresa Kintz
Kintz Cabinets



DON'T FORGET...

- Update your Yelp and social media pages with **CURRENT** operating hours and information.
- Add **CONTACT-LESS merchant processing.**
- If your office is **EMPTY**, have an alarm system in place.
- Update your International Association profile.



WELCOME ABOARD!

Please join us in welcoming our newest EAOC members!

Ezra Leyton

MARQUIS Commercial Properties

2901 West Coast Hwy

Newport Beach, CA 92663

ezra@marquissp.com

phone: 949.697.2781

Classification: Commercial Real Estate

Proposed by Ron Dymek

Thomas J. Sweeting

Pacific Shores Electric, Inc.

18437 Mt. Langley, Suite S

Fountain Valley, CA 92708

tjsweeting@pacificshoreselectric.com

phone: 562.472.3990

Classification: Residential Electrician

Proposed by Tracy Roberts

MEMBERSHIP

The following firms have been proposed for membership in EAOC:

SECOND 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

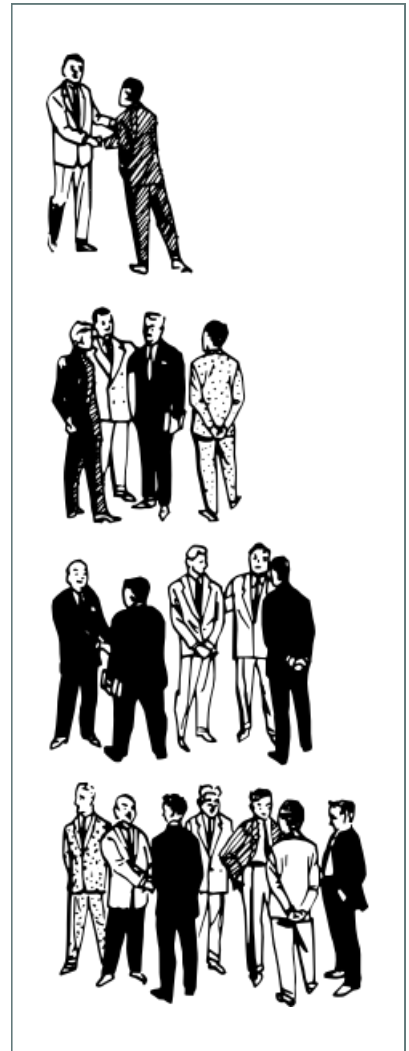
Gisela Cuevas • You Deserve Champagne

Orange County, CA

phone: 714.356.3316

Classification: Boutique

Proposed by Diana Diaz



FIRST PRINTING

Natasha Dorfman • Raw Dawg Pet Food

Orange County, CA

phone: 714.396.6238

Classification: Gourmet Pet Food

Proposed by Katie Quinn

HELP US HELP YOU!

Do you have an upcoming workshop, promotion, product launch, or special announcement to share? Please send details to Katie to include in the newsletter, and bring promotional materials and/or product samples to our next morning meeting! We are here to help you, and are extremely happy to do so. EAOE has over 1,100 years of combined experience at every meeting—are you fully utilizing the knowledge and experience available to you?



THOUGHT OF THE WEEK

“I’m not in this world to live up to your expectations, and you are not in this world to live up to mine.”

- Bruce Lee

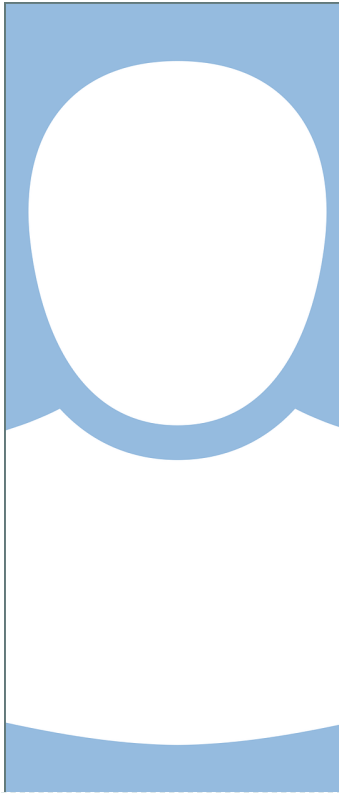
NEW MEMBER RECRUITMENT BONUS

Reminder: EAOE proudly encourages its members in expanding and empowering their fellow prestigious Orange County executives! 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 to arrange the invitation of a guest to a future EAOE morning meeting!





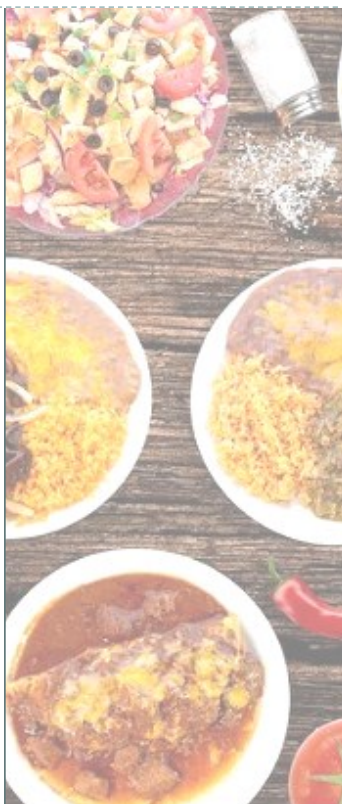
INTERNATIONAL MEMBER PROFILES

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

"If you can't fly then run, if you can't run then walk, if you can't walk then crawl, but whatever you do you have to keep moving forward."

- Martin Luther King, Jr.



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**



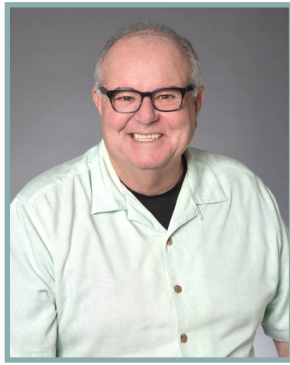
Calling all Commercial Insurance Agents!

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 EAO C!

We had another full house this week, with a great turnout! Thank you to those who came early, so we could begin on time at 7:00 am. Please try to arrive

by 6:45 am each week, for an early start to networking and breakfast.

We had a new prospective member, Natasha Dorfman of Raw Dawg Pet Foods, who specializes in gourmet raw food for dogs and cats. Our Board voted to accept two new members, Ezra Leyton, our new Commercial Real Estate Broker, and Tom Sweeting, our new Residential Electrical Contractor.

Congratulations, and welcome aboard to you both! Dan Tatum, our trusted automotive repair specialist, received his official EAO C name badge this week.

Thank you to Patrick Cecil, of Merrill Lynch, for his presentation about the pitfalls of knee jerk reactions to the fluctuation of the stock market, and how these reactions can affect our retirement savings.

Remember, it's all on paper, and, like the mighty Sequoias that start as a small acorn and grow into giants, historically your retirement savings will too. So, start the conversation about your retirement savings with Patrick and his team as soon as you can.

- Ron

Ron Dymek

DYMEK'S FREEDOM PLUMBING
EAO C 2022-2023 President

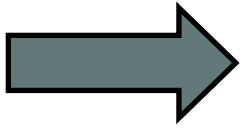


NEW MEMBER TARGETING

We are actively seeking new members in the following classifications:

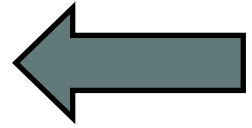
- Chiropractor
- Dentist
- Pastry Chef
- Window Washing
- **Solar Panels**
- Wifi Expert
- Vinyl Fencing
- Acupuncture
- Dry Cleaning

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:

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