



WITH 12 REPORTING, EAOC MEMBERS HAD \$119,103,906 IN TOTAL SALES IN 2020.

The EAOC Weekly

ROUNDTABLE DISCUSSION: TRAINING STRUGGLES

In this week's morning meeting, members hosted an in-depth discussion on the challenges associated with training new hires, and training established employees in new equipment and techniques.

With over 1,100 collective years of experience among the members, the advice and wisdom shared was nothing short of invaluable.

Just another perk of being a member of the Executives' Association of Orange County!



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

UPCOMING SPEAKER SCHEDULE

MARCH 30TH, 2022

Lisa Jordan with International
Executives' Association

APRIL 6TH, 2022

Gary Gregg with Creating With
Glass



The Executives' Association
of Orange County

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GOOD MORNING EAOC!

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

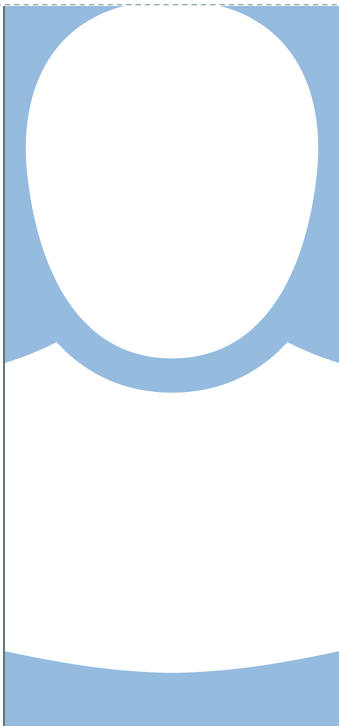
We encourage you to arrive early to catch up with your fellow teammates before the meeting begins.

We look forward to seeing you!

THOUGHT OF THE WEEK

CFO asks CEO: “What if we invest in training them and they leave?”

CEO: “What if we don’t invest in training them and they stay?”



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.



EMPLOYMENT LAW CONFERENCE IGNITING OPPORTUNITY

- March 24, 2022 | Cerritos Center for the Performing Arts
- In-person & live stream event
- Guest speaker: **Dr. James Doti**
- 2 general sessions | 6 breakout sessions (topics identified)
- Join us: <https://www.aalrr.com/minisite-4/>



NEW MEMBER RECRUITMENT BONUS

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

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 for more
information!*



PRESIDENT'S MESSAGE

Hello Hello!

It was great to get together this week with y'all. I so look forward to seeing all the networking going on in the room. There was quite a

buzz at the Green Parrot Villa!

Please be sure to book a date with Katie to get on the presentation calendar to share with our members (your extended sales force) what it is that you do, where you do it, and who you do it for! This is your opportunity teach us what a good referral is for you, teaches us how to speak of your business to our friends, family and sphere.

Looking forward to hearing from Lisa Jordan of the IEA Board, she will share much information about how we can better take advantage of what being a member brings us as we network with the other 40 chapters.

Who do you know that could use the membership of a networking group?

Look at your power partners, speak with your contacts—it's great to offer an invitation to a professional that will bring their experience and business sense to our group. Chiropractor, Dentist, House Painter, Mobile Detailer, Gardener/Landscaper....they're all welcome.

Have a wonderful week. Go out and be the reason someone SMILES today!

Gizi

Gizi Clemmer

**EAOC 2020-2022 President
And Your Favorite REALTOR!
Corcoran Global Living**



NEW MEMBER TARGETING

We are actively seeking new members in the following classifications:

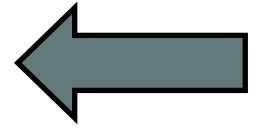
- Physical Therapist
- Dentist
- Florist
- Window Washing
- Solar Panels
- Wifi Expert
- Auto Mechanic

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@bhlcpcas.com

ADVERTISING SPECIALTY:

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

AIR CONDITIONING & HEATING:

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

ALARMS:

[Al Gapik · AJ Alarm Systems](#)
714-632-6720
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ATTORNEY/ESTATE PLANNING:

[Tracy J. Roberts · Law Office of Tracy J. Roberts](#)
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ATTORNEY/LABOR LAW:

[Jonathan Judge · Atkinson, Andelson, Loya, Ruud & Romo](#)
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AUTO/BODY SHOP:

[Erik Reyna · E.R. Painting Services, Inc.](#)
714-866-9453
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AUTO/TRUCKS/DOMESTIC/COMMERCIAL:

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BANK:

[Donny Delfin · Pacific Western Bank](#)
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CABINETS – CUSTOM RESIDENTIAL & COMMERCIAL:

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DIGITAL VIDEO ADVERTISING:

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ELECTRICAL CONTRACTOR—COMMERCIAL:

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FINANCIAL INVESTMENTS PLANNING:

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FLOORING/HARD GOODS/INTERIOR DESIGN:

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GENERAL CONTRACTOR:

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GLASS/ STAINED & BEVELED:

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INSURANCE / COMMERCIAL:

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MERCHANT SERVICES:

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MORTGAGE BANKER:

[Holly Frost · Loan Depot](#)
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PARTY RENTALS & CATERING:

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[Confetti Events & Catering](#)
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PEST CONTROL:

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tyler@divertpest.com

PLUMBING/SEWAGE SANITATION CONTRACTOR:

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