



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

The EAOC Weekly

THE DIFFERENCE IN BANKING IS DONNY DELFIN

Donny has been with Pacific Western Bank since before it was Pacific Western Bank, nearly 15 years ago! Time and time again, he has seen firsthand the advantages his customers enjoy by having a strong relationship with the relationship manager at their bank, which is him.



From efficiently structuring accounts to avoid extra fees, to expedited processing, to catching fraudulent phishing phone calls and potential security breaches—simply because Donny knows his customers well enough to know their voices on the phone—banking with someone they know has proven to be the **ONLY** choice for Donny's customers, and explains why he boasts a cult-like following of referral after referral.

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

UPCOMING SPEAKER SCHEDULE

JULY 26TH, 2023

Jonathan Judge with Atkinson,
Andelson, Loya, Ruud & Romo

AUGUST 2TH, 2023

David Schaefer with Schaefer-Air



**The Executives' Association
of Orange County**

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In the past, Donny has reviewed the benefits of purchasing a commercial property in lieu of renting space, and it continues to hold true today.

FOUR REASONS YOU SHOULD STOP PAYING RENT AND BUY TODAY:

1. Realize the tax advantages of real estate ownership by replacing your rent payments with a long-term mortgage.
2. Build asset value and a future income stream by investing in real estate instead of paying a landlord rent.
3. Gain peace of mind from ownership and stable occupancy costs from year to year without the exposure to escalating rents.
4. Refinance other debt into one low cost loan with up to 100% financing as part of the real estate purchase.

Thank you, Donny, for sharing your knowledge with us, and for helping us realize the benefits of banking with a community bank over a megabank!

To discuss your banking goals with Donny, please call 714.450.4683 or visit www.PacWest.com.

MEMBER PERK!

Please see below promotion from Pacific Western Bank, and call Donny for more details.

Elevate your rate with Pacific Western Bank

Take the opportunity to build value and put your money to work. Come in and sign up for a CD with a fixed interest rate. Or you can choose a high yield savings at a variable rate that is significantly higher than the national average. Earn an exceptional return on your money starting today.

5.25 %
APY*

5 Month CD

5.35 %
APY*

7 Month CD

5.50 %
APY*

13 Month CD

*Offer is subject to change without notice. These APYs (Annual Percentage Yields) are effective as of 5/18/2023 and assume interest remains on deposit until maturity. A minimum balance of \$2,500 is required to obtain the advertised APY. Fees or withdrawals will reduce earnings and a penalty will be imposed for early withdrawal. Additional information concerning Pacific Western Bank accounts is contained in our Deposit Account Agreement and Disclosure, Certificate of Deposit Confirmation and Schedule of Fees, including information about fees, balance computation methods, compounding and crediting of interest, and contractual terms and conditions.



5.15 %
APY**

High Yield Savings

\$5,000 minimum new money requirement**
Available for consumer or business use
Not available for Property Management Companies or HOAs

**This APY (Annual Percentage Yield) is effective as of 5/18/2023. A \$5,000 minimum opening deposit of new money is required, a \$5,000 minimum balance to earn interest is also required. The rate may change after the account is opened and fees or withdrawals will reduce earnings. Additional information concerning Pacific Western Bank accounts is contained in our Deposit Account Agreement and Disclosure, Schedule of Fees, including information about fees, balance computation methods, compounding and crediting of interest, and contractual terms and conditions.



Let's watch some baseball!

Date: Sunday, August 20th @ 1:07 PM

Tickets: \$35 each

On Sunday, August 20th, we will have group seating for the 1:07 PM Angels game! We'll start with tailgating as close to the Big A as we can get, and request that each member who joins us bring a side dish – Sammy will be providing his famous enchiladas. We have 60 tickets available together (in the shade!), and you are welcome to invite employees, co-workers, family and friends!

Please tell Katie ASAP how many tickets you would like to reserve, and Katie can charge your card that's on file with EAOC. You are also welcome to bring cash. Tickets will go fast, so please hurry!

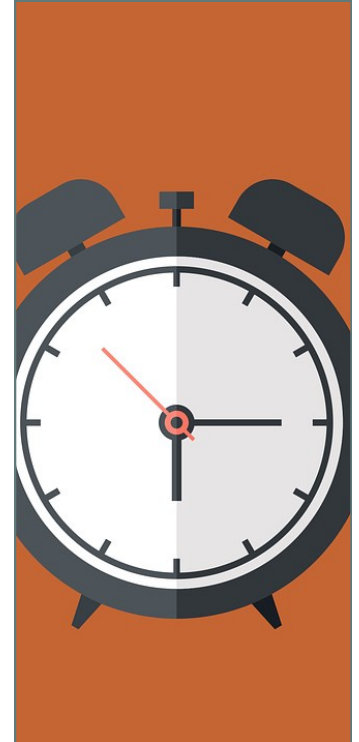
Reminder: NO ALCOHOL allowed in the parking lot, but it can be purchased inside the stadium.

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

“Work hard at work worth doing.”

- Theodore Roosevelt

CALL FOR TO-GO ORDERS!

If you haven't visited Sammy Montoya's La Chiquita Restaurant in awhile, you don't know what you're missing (or maybe you know exactly what you're missing!) Sammy is set up to safely fulfill curbside to-go orders in no time, and would like to invite all EAOC members to stop by and give their taste buds a treat!

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





PAST PRESIDENT'S MESSAGE

Hello EAOE!

Calling all EAOE members!

Literally, we need to start calling our EAOE members that are not attending our meetings. We miss them and we need to let them know.

I know it's summer time, lots of travel, and good times with family, however, we miss them, and they need to know that.

So pick up the phone, chat with a few members, and let's fill that room back up.

Have a great week,
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!***

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!

Sunshine, coffee, a great breakfast, smiling, and friendly EAO C members filled the Green Parrot Villa on Wednesday. If you haven't attended our meeting recently, please do so. You are missing out on so much that in person networking has to offer.

Thank you again to Gizi for reminding us to call a member we have not seen recently, and encourage them to attend.

See Katie's note and email about our Angels game on August the 20th, which includes a potluck style lunch under the Big A before the game, and Sammy's world famous and delicious enchiladas! Last chance to reserve seats is at next week's meeting.

A very Happy Birthday to our Emeritus member, Pete Sloan!

We hope to see everyone next Wednesday, and please remember to arrive at 6:45 to fill your coffee cups and get in some pre-breakfast networking.

- Ron

Ron Dymek

DYMEK'S FREEDOM PLUMBING
EAO C 2022-2023 President



NEW MEMBER TARGETING

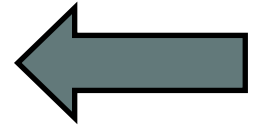
We are actively seeking new members in the following classifications:

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

Please email Katie for more details!



EAOC QUICK LINKS

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