

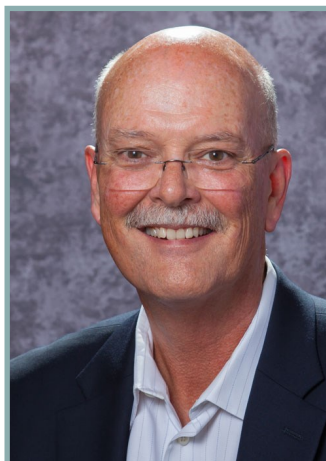


WITH 10 REPORTING, EAOC MEMBERS HAD \$40,014,759 IN TOTAL SALES IN 2021.

## The EAOC Weekly

### INSURANCE UPDATE FROM DOUG WHITNEY

Being able to tap into the wisdom of the experts in the EAOC membership has always proven to be incredibly valuable. But, with the recent changes in the healthcare industry, particularly when it comes to insurance, having the opportunity to learn directly from a source like Doug Whitney of Principal is PRICELESS.



In this week's morning meeting, Doug shared how the new laws affect us as business owners, and what we need to do to abide by them and make the most of them.

REDEFINING THE BEST WAY TO DO BUSINESS IN THE 21ST CENTURY

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

#### UPCOMING SPEAKER SCHEDULE

##### AUGUST 3RD, 2022

Greg Peterson with Sadler  
Roofing

##### AUGUST 10TH, 2022

Karyn Hadley with Rite-loom  
Flooring



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](mailto:director@eaoonline.com)  
[www.EAOCOnline.com](http://www.EAOCOnline.com)



One connection that Doug has by being a part of a large company like Principal, is that Principal offers complimentary Trust reviews, and can provide wording that your Estate Planning Attorney can simply use in your Estate documents. Doug has kindly passed along this benefit to members of EAOC, and would love to assist members in taking advantage of this complimentary service.

Thank you, Doug, for always keeping us up to speed on the ever-changing insurance industry. We are grateful for your time and knowledge!

**To discuss your health insurance needs with Doug, or to simply ask Doug a question about your current plan, please contact 949.697.3684.**



WELCOME ABOARD!

Please join us in welcoming our newest EAOC members!

**Loy Sampaio**

**SpeedPro Dynamic**

15012 Red Hill Ave., Suite B  
Tustin, CA 92780

phone: 714.258.7223

*Classification: Printing*

*Proposed by Katie Quinn*

**Jessica Ruiz**

**OCJ Photography**

Anaheim, CA

phone: 714.507.6247

*Classification: Photography*

*Proposed by Sammy Montoya*

**Amber Poston**

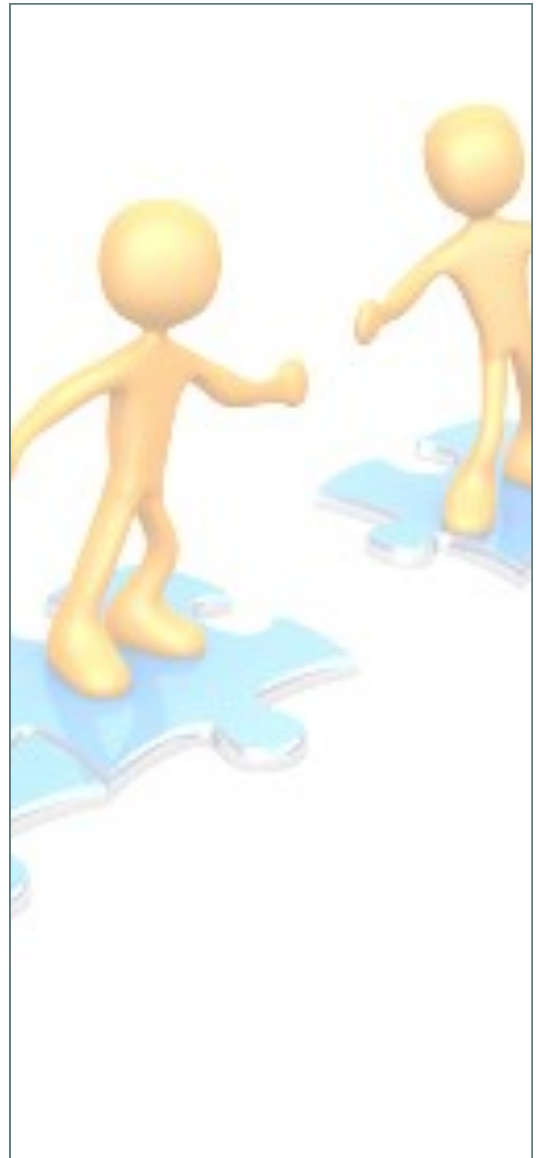
**Attorney at Law / Public Defender**

Santa Ana, CA 92701

phone: 714-746-3023

*Classification: Attorney / Public Defender*

*Proposed by Sammy Montoya*





## MEMBERSHIP PERK ALERT

We are pleased to announce that our resident wellness and beauty expert, Yon Himelman, has invited all EAOC members to receive a COMPLIMENTARY facial at her brand new beauty studio! Please call Yon directly to book at 949.554.9294.

**Atomy Emerald Educational Center**

**1651 E. 4th Street, Suite #251**

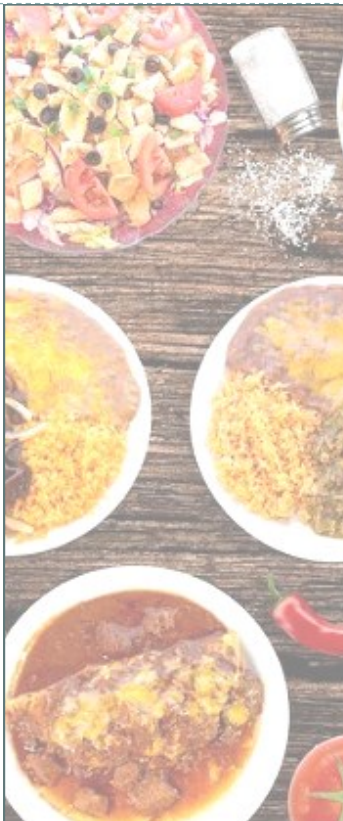
**Santa Ana, CA 92701**

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## THOUGHT OF THE WEEK

*“The future belongs to those who believe in the beauty of their dreams.”*

*- Eleanor Roosevelt*



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## 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: **Residential General Contractor**



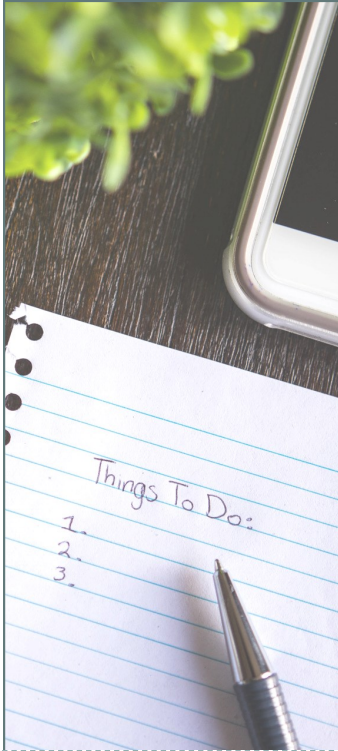
Calling all Residential General Contractors!

We are actively seeking a qualified, trusted, tried and true RESIDENTIAL General Contractor to fill our Classification of the Month.

Please consider your entire network, and invite your favorite General Contractor to breakfast next week.

Email Katie for our sponsorship form, and to get them on our guest list.

Thank you!



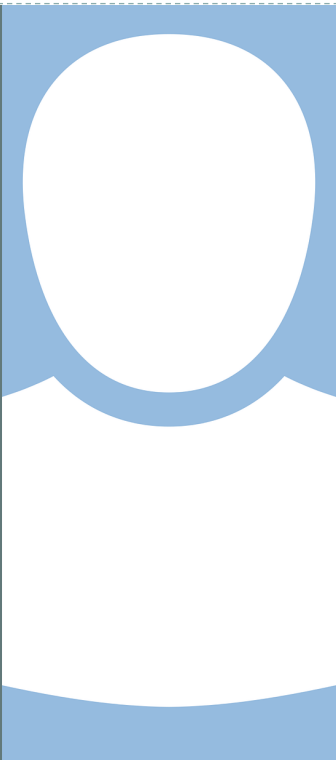
### DON'T FORGET...

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

### THOUGHT OF THE WEEK

*“Failure is not the opposite of success, it is part of success.”*  
- unknown

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### 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.



## 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!***



## AUGUST CELEBRATIONS

### HAPPY EAOC ANNIVERSARY

**22 YRS—Carlos Salazar**  
*Salazar Associates*

**4 YRS—Greg Peterson**  
*Sadler Roofing*

**WEDDING  
ANNIVERSARIES**  
**8/1—Lee & Lydia Pooler**  
*Jub Jub Interactive*

**8/14—Jonathan &  
Elizabeth Judge**  
*Atkinson, Andelson, Loya,  
Ruud & Romo*

**8/19—Pete & Joy Sloan**  
*Emeritus Member*

### BIRTHDAY BONANZA

**8/1—Gayle Stewart**  
*Gayle Stewart Enterprises*

**8/4—Holly Frost**  
*loanDepot*

**8/15—Augie Jasso**  
*Builders Direct Insurance  
Services, LLC*

**8/23—Mike Hughes**  
*Simpson Chevrolet*

**8/24—Gary Gregg**  
*Creating With Glass*

Please Note: If the 'Celebration Information' above is incorrect or missing,  
please email the correct information to the EAOC office immediately.



## HOST'ESS'S MESSAGE

Happy Thursday, EAOC!

It was my pleasure to fill in for our wonderful President, Gizi Clemer, this week! We hope you are feeling better and will be back at the helm next week!

We had the pleasure of hearing from our Health Insurance Expert – Doug Whitney! I just can't imagine how much studying he must do to keep up with all the changes that take place every year in his industry. Clearly, Doug is a resource for all of us to rely on. Thank you for keeping us informed on how to navigate the changes to healthcare coverage!

Have you given a presentation or done a Q & A for the group lately? I know it is something we tend to put off, but as we are adding new members, it's the best way to show us all your areas of expertise! Give Katie a call or email to get on the schedule!

As we network through this Southern California Summer, let's keep our members at the front of our minds when talking with clients, friends & family!

Remember those categories we want to target for new membership – Residential General Contractor, House Painter, Mobile Detailer, and Gardener/Landscaper!

Make it a great rest of your week, and a pleasant weekend!

- Lisa

**Lisa McCune**

*Affinity24*



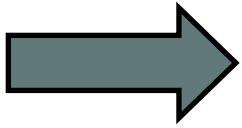
## NEW MEMBER TARGETING

We are actively seeking new members in the following classifications:

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

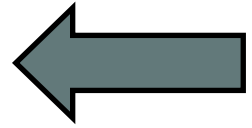
*Please email Katie for more details!*





# 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 · 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@aallrr.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@simpsongm.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

**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

**GLASS/ STAINED & BEVELED:**

[Gary Gregg · Creating with Glass](#)  
714-970-9359  
geggregg@sbcglobal.net

**INSURANCE / COMMERCIAL:**

[Augie Jasso · Builders Direct Insurance Services, LLC](#)  
949-326-5471  
augie@buildersdirectins.com

**INSURANCE / LIFE HEALTH & GROUP:**

[Doug Whitney](#)  
ABenefitStore.com  
866-442-4727  
whitney.douglas@principal.com

**MERCHANT SERVICES:**

[Lisa McCune · Affinity24](#)  
844-724-2444  
lisa@affinity24.com

**MORTGAGE BANKER:**

[Holly Frost · Loan Depot](#)  
866-788-7885  
hfrost@loandepot.com

**PARTY RENTALS & CATERING:**

[Manny Gonzalez](#)  
[Confetti Events & Catering](#)  
714-542-7775  
Confettievents@att.net

**PAVING-ASPHALT:**

[Rick Baker · PAV-KOTE, Inc.](#)  
714-871-4905  
rick@pavkote.com

**PEST CONTROL:**

[Tyler Douthit · Divert Pest Control](#)  
714-299-9118  
tyler@divertpest.com

**PHOTOGRAPHY:**

[Jessica Ruiz · OCJ Photography](#)  
714-507-6247  
ocjphotography@yahoo.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 · Corcoran Global Living](#)  
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

**SIGNS/LARGE FORMAT IMAGING:**

[Loy Sampaio · SpeedPro Dynamic](#)  
714-258-7223  
lsampaio@speedpro.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