



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

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

AUGUST 24TH, 2022

Jessica Ruiz with OCJ
Photography

AUGUST 31ST, 2022

Loy Sampaio with SpeedPro
Dynamics



**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 visit www.PacWest.com.



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

THOUGHT OF THE WEEK

“Sell the problem you solve, not the product.”

- unknown



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!



NEW MEMBER RECRUITMENT BONUS

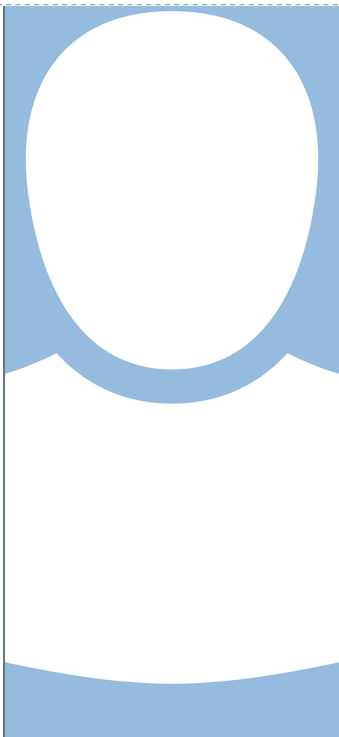
Reminder: EAOC proudly encourages its members in expanding and empowering their fellow prestigious Orange County executives! More quality members means more quality referrals.

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

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

THOUGHT OF THE WEEK

*“Business is all about solving people’s problems—at a profit.”
- Paul Marsden*



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.



PRESIDENT'S MESSAGE

Hello EAOC!

So nice to see everyone at our meeting this week. Please remember that we have a Zoom option if you are unable to make it to a meeting in person. We want to see all of your happy faces !

Summer is way upon us, and boy is it hot outside. It's so warm that sometimes the only cool respite is to duck into a nice, cool restaurant and meet with one of our members. A good way to cool down and a great way to really get to know one another! And, that lunch can be used as an attendance credit, should you miss a meeting. It's a win-win.

Be sure to get on the speaking roster with Katie Quinn to help us learn about what you do in your business, so that we can be a strong sales force for you. I believe September 28th is the next open time slot.

Oh, if you think about it, invite a new possible member for our organization. We are looking for a Residential General Contractor, AND a painter.

Stay cool everyone and be sure to keep hydrated.

Gizi

Gizi Clemmer

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

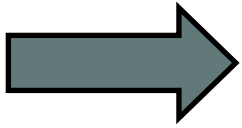


NEW MEMBER TARGETING

We are actively seeking new members in the following classifications:

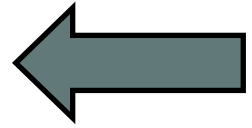
- Physical Therapist
- Dentist
- Florist
- Window Washing
- **Solar Panels**
- Wifi Expert
- Auto Mechanic

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 · 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](#)
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ATTORNEY/LABOR LAW:

[Jonathan Judge · Atkinson, Andelson, Loya, Ruud & Romo](#)
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jjjudge@aallrr.com

ATTORNEY/PUBLIC DEFENDER:

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AUTO/TRUCKS/DOMESTIC/COMMERCIAL:

[Mike Hughes · Simpson Chevrolet](#)
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EMERITUS MEMBER:

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EMERITUS MEMBER:

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FINANCIAL INVESTMENTS PLANNING:

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FLOORING/HARD GOODS/INTERIOR DESIGN:

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GLASS/ STAINED & BEVELED:

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INSURANCE / LIFE HEALTH & GROUP:

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MORTGAGE BANKER:

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