



TRI-VALLEY EXECUTIVE'S ASSOCIATION
P.O. Box 985 ♦ PLEASANTON CA 94566
PHONE & FAX 485-1394 ♦ www.trivalleyexecs.com

MARCH 2, 2006

NEXT WEEK:

The next meeting of the Tri-Valley Executives' Association will be held on Thursday, **March 9**, at Vic's All-Star Kitchen at 7:00am.

The GREETERS will be **Wayne Yeaw** of Allegra Print & Imaging and **Lawrence Ling** of QES Computers.

Ron Mize of Tri-Valley Electric will give the VALUE.

The CLASSIFICATION will be given by **Dave Cherry** of Big O Tires.

EXECUTIVE OF THE YEAR:

On the attached ballot, please write the name of the member who you to believe did a good job giving leads, bringing in new members, had great attendance, a combination of those or who has some other outstanding quality, that you think should be awarded "Executive of the Year".

The award will be presented at the Installation Breakfast on April 6.

MEMBERSHIP APPLICATIONS:

2nd Posting:

Phil Maser
Handyman
8003 So. Lake Drive, Dublin
Tel: 925-829-1650

Proposed by: Tom Fox, Hometown GMAC RE

If there are any comments, objections or conflicts with the above proposal, please contact

Membership Chairperson, David Sanchez at 447-9890.

VALUE:

Jason Cooke of Herrmann Financial Services believes that business is all about relationships. The Value of the TVEA is not the expertise of the members providing the services, since he doesn't know if you are the top or bottom in your field, but the value is in the connections you make with the members. The value is knowing more than just what you do, it's who you are.

SPOTLIGHT:

Jan Batcheller of Gift Source "spotlights" **John Oldemeyer** of Onstad's Insurance:

Born in 1942, John Oldemeyer was raised in the Oakland/Berkeley area. He moved to Chico to attend college where he graduated with a degree in education.

He married Karen in 1966, had a son, Mark in 1970 and another son, Scott in 1972. Mark, who will be marrying Leslie Payne later this year, works for Computer Associates in New York as VP of International Finance. Scott is a guard at San Quentin.

Karen's father opened Onstad's Insurance in 1926, selling life insurance door-to-door. In the 30's and 40's Karen's brothers joined the agency and began selling car insurance, followed by home insurance, in addition to life insurance. They grew the business by buying out other agents.

Having several businesses in the city, Onstad's was very well-known in San Leandro. They opened an office in Hayward in 1961 and another in Danville in the 70's.



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In 1986, after 60 years in the business, Karen's father was ready to retire and asked John to take over the Danville office. He continued teaching while he took the test to become a licensed agent, and soon went full-time into the insurance business. In 1986 they bought a building in San Ramon and have been operating there ever since.

In their 80th year, Onstad's Insurance has 7 agents and 4 principals. Their only advertising is a monthly ad in the *Diablo Magazine*, primarily seeking new business by word-of-mouth. Keys to the success of Onstad's Insurance are service, availability and expertise.

If you or someone you know would like to have their insurance coverage evaluated, please call John at 866-1444.

DONATIONS REQUESTED:

Jim Bowen of Pleasanton Auto Repair is the new golf coach at Hart Middle School. Jim is asking for donations for new uniforms. Any amount you can give would be greatly appreciated.

HELP WANTED:

As you know, TVEA Executive Director, Cristin Sanchez, is nearing the end of her pregnancy with triplets (5-7 weeks to go!).

We are looking for someone who would be willing to occasionally fill in for her on Thursday mornings. Duties would be to set up and take down the meeting materials, record attendance and take notes during the Value and Classification. Compensation provided.

If you know of someone, please call Cristin at 580-7719 for further details.

OPEN CLASSIFICATION:

The Board has decided to open the classification of "**Banking – Commercial**". If you know of an executive that may fit this category, please invite them to a meeting.

SAVE THE DATE:

Social Committee Chairwoman, Marilyn Lewis is working on putting together a tour of the Livermore Wine Country – Did you know there are over 30 wineries in the Livermore Valley?

So save May 7th for what is sure to be a great day of wine tasting right in our own backyard.
