



TRI-VALLEY EXECUTIVE'S ASSOCIATION

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JULY 13, 2006

NEXT WEEK:

The next meeting of the Tri-Valley Executives' Association will be held on Thursday, **July 20**, at Vic's All-Star Kitchen at 7:00am.

The GREETERS will be **Bob Olsen** of Olsen Painting and **John Oldemeyer** of Onstad's Insurance.

Gary Chang of Tri-Valley Internet will give the VALUE.

The CLASSIFICATION will be given by **Nam Ho Chung** of Executive Base Network.

NEW MEMBERSHIP:

Nam Ho Chung & Blondine Johnson
Executive Base Network
111 Deerwood Rd. Ste. 200, San Ramon CA
Tel: 831-3535, Fax: 831-9278
Classification: Phone & Office Service

Welcome, Nam Ho and welcome back, Blondine!

EVERYBODY LOVES BABIES:

Congratulations to Jon & Kari Gresham on the birth of their twin daughters, Claire and Sophia, born June 7th, each weighing over 6 lbs! Way to go, Kari!

VALUE:

Mary Tuttle's late husband had been a TVEA member for many years before his passing. Mary knew the group was special when she received so many calls and cards from members of the group expressing their condolences. So she felt very comfortable joining the group when the TVEA offered to continue the membership of Classic Values Coupon Books with her as the new representative.

The real value of the group for Mary has been the direct business she has done, using most of the members at one time or another and knowing that she can trust the people that come into her home. Mary has received many leads and referrals from the members and thanks them for it.

DISCUSSION SUMMARY:

-How to attract new members-

- Host a quarterly "open house" at a breakfast meeting at which members can focus on bringing in and attracting potential new members.
 - Make sure that potential new members know that they can appoint an alternate to keep up attendance.
 - Introduce potential members to someone with whom they can do business within the TVEA.
 - Host an employee/associate day to introduce co-workers to the member services to generate leads.
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