

**MARCH 19, 2015 NEWSLETTER**

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**THIS WEEK:**

The next meeting of the Tri-Valley Executives' Association will be held on **March 26<sup>th</sup>** at Vic's All-Star Kitchen at 7:00am.

GREETERS will be **Kevin Gundry** of Custom Exteriors and **Dave Parker** of Edward Jones.

The TWO TRUTHS will be given by **Chris Rugaard**, Family Law Attorney, The Law Offices of Christopher P. Rugaard.

**Wayne Yeaw** of Alpha Omega Print & Marketing will give his CLASSIFICATION.

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**COURTESY REMINDERS:**

**Leaving Early:** As a courtesy to our speaker, whether a guest or a classification that you've heard 10 times, please make every effort to stay through the end of the meeting. Our meeting time is 7:00 (Networking and breakfast until 7:15) and ends at 8:30am.

**Cell Phones:** Technology has made it very convenient to stay connected and do business anywhere... that doesn't mean you should. Would you be checking email and texting during a meeting with a potential client?

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**DUES:**

Invoices for the second quarter went out 2 weeks ago.

Remember to pay within 30 days to avoid a late fee, as the \$25 late fee will be strictly enforced going forward to avoid cash flow issues for the Association.

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**UPCOMING:**

April 2 – Dave Jones, Tiger Carpet Cleaning

April 9 – Exec of the Year Award and Board Induction

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**THE WEEKLY "POT" REPORT:**

TVEA's 50/50 raffle is at **\$152** with 1 white marble (\$5) and 1 red marble (the Pot).

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**CLASSIFICATION:**

**Dorn Driggs** is named after a character from the book "Islandia". He was born in Bakersfield and raised in Fremont. Dorn got his BS Degree in Ornamental Horticulture from Cal Poly and his Master's in Public Administration (MPA) from the University of San Francisco.

He now resides in San Ramon where he has lived for the past 27 years with his wife, Tricia, whom he married in Hawaii on Valentine's Day 28 years ago. They have three children: Kela, who graduated from Cal Poly and is studying in France to become a sommelier; Maile, who graduated from the Fashion Institute of Design and Marketing, and is now working toward her Business Administration degree; and Duke is a student and the captain of the soccer team at Cal State East Bay in Hayward. Dorn enjoys wood-working, gardening, hiking, camping, ocean and beach, working out and participating in sports activities, traveling and of course the seemingly endless 1959 Triumph TR3 car restoration project.

He owned a landscape construction company while in college and for a while after graduating, but decided that he wanted to travel; so he looked for other opportunities. He went to work overseas in Saudi Arabia for 16 months prior to relocating to the SF Bay Area. He spent the following 30 years working in Public Sector, primarily in the Public Works arena as a Department/Division manager: Rossmore Retirement Community, City of Milpitas, City of San Ramon and most recently at the City of Livermore.

He retired from the Public Sector in 2010 and began looking for a business opportunity that would allow him to utilize his skills and knowledge and continue to work in areas that help people and improve the quality of life for others. Dorn looked into many different industries and opportunities, but once he learned about Aflac, he

decided it was something he believed in and met his expectations and personal criteria for what he wanted to be doing.

He is an independent Agent representing the American Family Life Assurance Company of Columbus (AFLAC). The company was started in 1955 (58 years ago) by three brothers (John, Bill and Paul Amous) and the company started with a cancer specific policy.

Aflac is an international company representing more than 40 million policyholders worldwide. Nationally, almost 500,000 businesses offer our programs to their employees; there are more than 26,000 payroll accounts in California alone. Aflac is recognized as a Fortune 500 company, and is #1 in loyalty ratings, among other awards and notoriety.

In 2010 Aflac paid almost 2 Billion dollars in claims and processed the majority of the claims in 4 business days. Now, claims can be paid within 24 hours when filed online. Aflac pays policy holders directly unlike major medical insurance companies. Their policies are designed to provide a financial safety net, reimbursing out-of-pocket expenses related to an unexpected injury or illness.

Dorn's role is to work with companies to educate employers and their employees about how Aflac programs can benefit individuals and their families, and to assist them with any questions of concerns they may have.

The focus of their products is to protect income, supplement an existing medical plan, or provide a source of assistance if there isn't a major medical plan available. The easiest way to understand their policies is the slogan they use: "cash benefits to you when you are hurt and can't work".

1. Aflac allows employees to choose the areas where they want additional coverage and now has many more added services;
2. The cost of policies is "reasonable" and affordable;
3. Aflac policies are 100% employee paid and there is no cost to the employer;
4. Policies are purchased on a voluntary basis, but having them available as part of the overall benefit package is very attractive to prospective employees;

5. Aflac is available as a cost-effective solution to the rising cost of out of pocket health care expenses;
6. Allow employees to use pre-tax advantage plans to pay for their policies.

Dorn doesn't have any territorial restrictions; he can assist just about anyone, but believes he will be most effective working with customers in the Tri-Valley area. For referrals, he is looking for businesses that are interested in attracting and retaining excellent employees, increasing profitability, and providing wellness programs for their employees at no cost to the employer. He is also able to provide individuals, like independent contractors, that need some financial assurance in the event of a catastrophic event.

To set up a time for Dorn to meet with your employees or to refer Aflac, call (925) 895-4805 or E-mail: [dorn\\_driggs@us.aflac.com](mailto:dorn_driggs@us.aflac.com).

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#### **BAY BRIDGE SERIES GAME:**

Tickets for the A's/Giants game on **April 4<sup>th</sup>** have been purchased and invoices will be sent this week. Please pay the \$25/ticket ASAP, so that Cristin's credit card can be reimbursed.

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