

AUGUST 27, 2015 NEWSLETTER

THIS WEEK:

There is **NO MEETING at VIC'S** this week, September 2nd.

Please spend these early morning hours to go through your contacts and the list that was handed out last week to identify those that you will be inviting to the Guest Breakfast next week, 9/10.

NEXT WEEK:

The next regular meeting of the Tri-Valley Executives' Association will be on **September 10th** here at Vic's All-Star Kitchen at 7:00am.

GREETERS will **Dave Parker** of Edward Jones and **Chris Rugaard**, Family Law Attorney.

The TWO TRUTHS will be given by Joe Goulette of J.G. Construction.

MEMBERSHIP DRIVE! Being the GUEST BREAKFAST, be prepared to network and during the leads section, give what you believe the value of the Association to be.

HOW MANY INVITATION LETTERS DID YOU SEND THIS WEEK?

Please forward the attached invitation or give the information to Cristin for a direct mailing.

Refer to the Contact Sphere sheet for ideas of open classification (attached).

MEMBERSHIP COMMITTEE:

Newly appointed members – **Sheri Facciolla**, Patriot Pest Management; **Kevin Gundry**, Custom Exteriors; **Mark Caufield**, CDG Insurance.

Thank you for your volunteering!

THOUGHT FOR THE WEEK:

FROM **MARK VAN SLAMBROOK**, TSG BUSINESS TECHNOLOGIES

“Nothing is a waste of time, if you use the experience wisely.” – *Auguste Rodin*

NEW MEMBER:

Please welcome **Ray Lasala** and visit his business as soon as possible!

Classification: Auto Dealer

Member: Dublin VW

Represented by: Ray Lasala

Address: 6085 Scarlett Court

Phone: 925-829-0800, 510-754-5870

E-mail: jayraylasala@yahoo.com

STATE OF THE ASSOCIATION:

The TVEA is in desperate need of a few good members! The current budget is based on 34, and we are down to 31, which is equivalent to a loss of \$825/quarter.

Current Finances:

Checking account balance:	\$ 85
Accounts Receivable:	\$1,700
Accounts Payable:	\$1,593

We all know how great it is to meet with one another every week with a near meeting of the minds; so why keep that to ourselves, when we could increase our salesforce?

Think of those with a similar mindset – not the get-rich-quick. However, your job is only to get them to a meeting... you can lead a horse to water...

To strengthen the current membership and indoctrinate new members, make sure to visit new members as well as those that are established TVEA. Call one another for a quick conversation to build the relationships that instill trust and result in ongoing referrals.

THE WEEKLY "POT" REPORT:

TVEA's 50/50 raffle begins again this week with **\$50** and 10 white marbles (\$5), 2 blue marbles (\$10) and 1 red marble (the Pot).

UPCOMING:

September 10 – **GUEST BREAKFAST**-Membership Drive

September 17 – **Darlene Crane-Peel**, RPM Mortgage

September 24 – **Sheri Facciolla**, Patriot Pest Mgmt.

BOOK SUGGESTION:

FROM JOEY MINAHAN

To help get the conversation going in your family about estate planning, Joey recommends the book "*Being Mortal*" by Atul Gawande.
