

SEPTEMBER 17, 2015 NEWSLETTER

THIS WEEK:

The next regular meeting of the Tri-Valley Executives' Association will be on **September 24th** here at Vic's All-Star Kitchen at 7:00am.

GREETERS will be **Cory Pinter** of LogoBoss and **Dave Cherry** of Big O Tires.

The TWO TRUTHS will be given by **Kevin Gundry** of Custom Exteriors.

Darlene Crane-Peel of RPM Mortgage will give the CLASSIFICATION.

PROPOSED MEMBERS:

1st Posting:

Proposing Member: Dr. Barry Winston

Classification: Handyman

Member: Building Pros

Represented by: **Andy Tate**

Phone: (925) 216-5505

E-mail: andy.bldgpros@gmail.com

Proposing Member: Dave Cherry

Classification: Plumber

Member: Westphal Plumbing

Represented by: **Keith Westphal**

Phone: (510) 825-3746

E-mail: westphalplumbing@gmail.com

If you have any questions or comments about or objection to the proposed member, please contact the Chairperson of the Membership Committee: Chuck Eggers 847-3030 chuck.eggers@baronsjewelers.com.

FALL SOCIAL: BOCCE ANYONE?!

Thursday Evening, October 8th we'll be deviating from the breakfast routine and getting together more casually for some friendly competition and dinner. The cost will

be somewhere around \$35 per person; spouses and associates are welcome! The sign-up sheet will be going around one more time this week; a final head count is due Friday 9/25. Call or email Social Committee Chairman, Dave Parker of Edward Jones for more details.

TWO TRUTHS:

BY JOE GOULETTE, JG CONSTRUCTION

1. As a Class B General Contractor, Joe of **JG Construction** can work by himself on any project under 3 stories with the exception of swimming pools and garage door springs.
2. When a homeowner obtains a permit for a project, it relieves the Contractor of any liability.
3. During a bathroom remodel, it is only necessary to bring the bathroom plumbing up to code.

This was a tough one! #3 is the un-truth. On any remodel involving plumbing, fixtures in the entire home need to be brought up to code.

To have Joe bid your next project or to refer him to someone looking at a remodel, call JG Construction (925) 580-1800.

TWO TRUTHS:

BY JOEY MINAHAN, THE DOOR DOCTOR

1. **The Door Doctor** was started in 1978 out of Mike and Joey Minahan's home.
2. The business is family-owned and operated.
3. The Door Doctor is a chain store.

#3 is the un-truth. The Door Doctor is the sole creation of Mike and Joey Minahan, and continues to do business family-owned and operated.

For all of your home, garage and commercial door purchases, installs, repairs, adjustments and replacements, call Joey Minahan at 484-4290 joey@thedoctors.com.

CLASSIFICATION:

Dan Brown grew up in the LA foothills where his father was a fireman. In 9th grade his baseball team had a game in San Louis Obispo; his mother fell in love with the area

and moved the family there. He attended Cal Poly and decided to live off campus when he found out that it was the second biggest party school (next to Chico State).

During college he worked for a contractors licensing company, where he learned about bonding and insurance. After graduation he worked part time for Mutual of Omaha doing sales and promotions. The standard of living was not supported by the opportunities in San Louis, so Dan decided to move to the Bay Area where he worked for the same agency in Santa Clara for 22 years, specializing in construction insurance.

In 2007, the agency Dan worked for sold to a big company, which, he found, was not the way he preferred to do business. That's when he found Onstad's Insurance Agency, who does business the old fashioned way and doesn't micro-manage their agents. So that's where Dan made his new home.

Dan has been handling commercial insurance for over 30 years, and was happy to be able to round out his service with adding personal insurance when he started at Onstad's. He advises to always have plenty of insurance coverage for the things you can't control. Dan's success is attributable to building trust with his clients and providing superior service. He knows his products and prides himself on doing business with integrity. You need to make sure that you have an insurance agent that will go to bat for you; that agent is Dan Brown.

Onstad's Insurance Agency is an insurance broker, so they are able to shop rate and service to get you the best deal on home, auto, general liability, commercial and umbrella policies, just to name a few. Onstad's will terminate any carrier who falls below their standards for service. They have 24/7 claims service and online billing and payments.

Insurance carriers are particular about where and on what they'll write coverage (keeping their own portfolios diversified); so he has access to carriers that are the best for every situation. His personal service includes evaluating individual situations to mitigate losses. "Experience modification" is becoming common, in which a premium will be adjusted for number of claims or lack of claims.

Several companies have left California due to the litigious environment. Due to predatory attorneys, the most recent law suits are employees suing the employers for injury, triggering worker's comp insurance. It has

become popular because the companies will pay rather than pay legal fees to fight; in this case the plaintiff's attorney is the one that benefits.

Good clients for Dan are property managers, companies of any size and anyone with a home or vehicle. If you have questions about your policies, would like to move your insurance to or refer Onstad's, please call Dan at 866-1444 or direct at 242-7798 dlbrown@onstads.com.

GUESTS:

September is Membership Month! All guests that visit in September will have their initiation fee waived; so get your guest to the meeting this week!

Thanks, Dave Jones of Tiger Carpet Cleaning for bringing two guests this week:

Alissa Western of First Republic Bank (925) 931-4007
awestern@firstrepublic.com.

James Sievers of Pleasanton Family Chiropractic (925) 462-2633 adiochiro3@gmail.com.

Please follow up and make them feel welcome.

THE WEEKLY "POT" REPORT:

TVEA's 50/50 raffle is at **\$55** and 9 white marbles (\$5), 2 blue marbles (\$10) and 1 red marble (the Pot).

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

UPCOMING:



P.O. Box 985 ♦ PLEASANTON CA 94566
trivalleyexecs@gmail.com ♦ www.trivalleyexecs.com

October 1 – **Ray Lasala**, Dublin VW

October 8 – **NO MEETING**: Bocce & Dinner at Garré

October 15 – **Sheri Facciolla**, Patriot Pest Mgmt.

October 22 – ***New Member***

October 29 – **Jim Bowen**, Pleasanton Auto Repair
