

JANUARY 13, 2005

NEXT WEEK:

The next meeting of the Tri-Valley Executives will be held at our **new permanent home, Vic's All-Star Kitchen** in Downtown Pleasanton on January 20.

Greeters will be **Manny Martin** of Amador Property Management and **Wayne Yeaw** of Allegra Print & Imaging.

The Classification on January 20 will be given by **Gary Chang** of Tri-Valley Internet.

ROAD SHOW:

We're still looking for a volunteer to host an Open House on February 17.

This is a great way to show off your business and for members to learn more about where you are and what you do.

You provide the refreshments (reimbursable up to \$450), and a give us a "tour" of your business.

Call Cristin at 580-7719 ASAP to schedule your business today.

CLASSIFICATION:

Brian Richards grew up in Castro Valley and graduated from Castro Valley High. Knowing that college wasn't for him, after a brief stint at Chabot Collete, he joined the Navy. Being that the Viet Nam War had not yet ended, he became a secretary

and was stationed in San Diego. He has a wife, Connie and a daughter and son.

35 years ago he began selling adding machines for Victor Mechanical. Not long after, he was offered a position with Allied where he worked for 28 years. He developed an impressive list of loyal clients. But service was declining and the business was finally sold.

He met Dominic Pipitone 4 years ago and was offered a sales position with Complete Business Systems. 75% of his customers immediately followed him and most of the rest have since joined them. Because of the amount of clients he brought, he receives a 10% commission on all service contracts.

Complete Business Systems specializes in copiers, faxes and scanners; most do all three and are digital. Ricoh/Gestetner and Canon are best sellers and are excellent machines. Even though we are supposed to be going to a "paperless" society, people seem to be doing more copies and prints than ever.

Brian is very proud of the service that Complete Business Systems gives, and knows that that is the reason that their business has grown tremendously over the past 5 years.

If you or someone you know needs to replace or repair your office machines, call Brian Richards at Complete Business Systems at 449-8600.

SHOPPING OPPORTUNITY:

Pam Meyer will be going to the Winter Design Show next week. If there is something that you've been looking for, please contact her at 462-7010.

NEW TEAMS:

At the last meeting, we chose new teams at random.
Here they are:

Team 1:

Jason Cooke
Mike Peel
Karen Johnson
Dave Jones
Mark Niemann
Bob Olsen
Michael Price
Robert VanHulle

Team 2:

Allen Eddy
Beverly Hoey
Marilyn Lewis
Ron Mize
John Oldemeyer
Dave Silva
Larry Smario
Marry Tuttle

Team 3:

Dave Cherry
Aaron Cooper
Rick Hume
JoDee Moore
Brian Richards
Endre Selmeczy
Marina Scott
Armida Valadez

Team 4:

Ceasar Alvistur
Larry Brumm
Gary Chang
Jon Gresham
Ron Johnson
Ron Robinson
Norma Vorhies
Wayne Yeaw

Team 5:

Randy Blair
Jim Bowen
Tom Fox
Manny Martin
Jim Pease
John Quintanal
David Sanchez
Barry Winston

Team 6:

Jan Batcheller
Darlene Crane
Pam Meyer
Joey Minahan
Mark Rogers
Tony Sanchez
Tim Smith
Harvey Tulchinsky

We sit with our teams at the first meeting of every month. Remember that if any team has perfect attendance, they each receive a free raffle ticket for that weeks drawing.