



TRI-VALLEY EXECUTIVE'S ASSOCIATION

P.O. Box 985 ♦ PLEASANTON CA 94566

PHONE & FAX 485-1394 ♦

www.trivalleyexecs.com

MAY 31, 2007

NEXT WEEK:

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

GREETERS will be **Jason Cooke** of Herrmann Financial Services and **Pam Meyer** of Design Works LTD.

The VALUE will be given by **Lawrence Ling** of QES Computers.

We will be led by Dr. Rick Hume and Jason Cooke in exhilarating **table discussions**, so there will be no CLASSIFICATION.

The BOARD will meet directly after adjournment.

OPEN CLASSIFICATIONS:

Photographer
Veterinarian
Pest Control
Architect
Handyman
Caterer

If you know of someone who could fill one of these categories, please invite them to a meeting!

MEMBERSHIP:

Manny Martin's pep talk - Make it your goal to bring one guest to next week's meeting (6/14). We all know someone that could benefit from being a member of the Execs. The group goal is 7 guests next week. Remember: more members = more leads = more money for us all!

DID YOU GIVE A REFERRAL THIS WEEK?

CLASSIFICATION:

Ron Robinson of VIP Employer Services was born in Minneapolis; other than a short stint during childhood, he was raised in Minnesota. After graduating high school, he pitched in the minors for the Twins, but was cut at the end of the season.

So in 1964 he signed up for the military and requested to be in accounting. Being the military, he was assigned as an electronics technician. After 4 weeks of basic training and tech school he was stationed in Labrador on the east coast of Canada. Having enough of cold weather he put in for a transfer to any base in California, recalling the time when as a boy he lived in Southern California and was able to ride his new bike on Christmas day. He finally got his wish to live in California and was stationed near Santa Maria.

After being discharged from the military, he began working in the aerospace industry. He got his AA in junior college and then attended Cal Poly where he met his wife. He was taking 21 units a quarter and getting straight "A"s. He graduated with a BA in accounting and went to work for Haskins, which is now Deloitte & Touche.

After a brief time with another company, Ron went out on his own, consulting for some of his old clients from Deloitte. Eventually a client, a large dental lab in Dublin, lured him into working for them on a permanent full-time basis.

In 1999, at a Christmas Delta community get-together, he was talking with Ron Mize (a former TVEA member) who suggested that they



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either buy the near-by marina or move, since the management was letting the area get rundown. They decided to buy Del's Marina and he traded a house he owned in Tracy for his share in May of 2000. In their first month of ownership they had revenue of \$10,000, which confirmed that they had made the right decision. They reinvested the revenue into the Marina cleaning it up and remodeling.

Many people don't know that 9/11 is Ron's birthday and wedding anniversary; so when "9/11" hit, Ron and his wife re-evaluated where they were in life and decided to semi-retire and just run the Marina.

About 4 years ago, a friend, Chuck Pickens, was diagnosed with cancer and offered Ron his business, Job Mart, which he agreed to take over.

Job Mart, which changed its name to VIP Employer Services, was a professional employment agency, leasing employees to other companies. Changes in California Workers' Compensation laws changed their business and they no longer do employee leasing.

They now offer payroll services and do administration of workers' comp., including reporting, filing, accounting, tax deposits and audit preparation. They also provide Safety Practices policies and accident prevention training.

As far as cost effectiveness, if you have over 5 employees, it is better to outsource your payroll and workers' comp. to VIP Employer Services than to do the work in house.

Ron loves golf, skiing (snow and water) and RV-ing.

If you know of a company (including your own) that could use a payroll and workers' comp. administration service, please call Ron at 209-830-9795.