

---

JANUARY 17, 2008

---

**NEXT WEEK:**

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

You will be GREETED by **Darlene Crane-Peel** of Residential Pacific Mortgage and Jim Pease of W.H.Mayer Accountancy.

The LEAD CHALLENGE was given to **Dave Cherry** of Big O Tires to give a lead to **Skip Hinsley** of Girasole Grill.

The CLASSIFICATION will be given by **Bruce Lewis** of Black Sky Limousines.

---

**GUESTS:**

Thanks to **Skip Hinsley** of Girasole Grill for bringing his guests Sherry Wallace and her husband Mike Wallace of Roman Holiday Salon.

If any of you know the Wallace's, please call them and encourage them to join.

---

**DID YOU GIVE A REFERRAL THIS WEEK?**

---

**MEMBER NEWS:**

Welcome **Dan Brown** of Onstad's Insurance! Dan will be taking the place of long-time member John Oldemeyer. Attached is a letter from Dan about... Dan.

As many of you know, **Dr. Endre Selmeczy** has started a consulting business to help other dentists be successful with the business aspect of dentistry. Dr. Endre is offering a referral fee of \$1,000 to anyone who sends him a dentist that

becomes his client. He is giving out promotional packages for you to take to your dentist to help you get that \$1,000. If you did not get a package, please ask Cristin to send you one.

**Darlene Crane-Peel** of Residential Pacific Mortgage announced that the Federal Reserve has just cut rates again and will be raising the conforming loan amount from \$417,000 to \$600,000. So if you have been thinking about a refinance, this could be a great time!

---

**CLASSIFICATION:**

**Nelson Martinez** was born and raised in Queens, New York. He went to college on a baseball scholarship at the University of Miami. He finished his education in Long Island.

After college he began working for the Bank of New York in their telecom department, and then at the help desk of the Commodities Exchange.

Nelson was married in 1999 and has a 5-year-old daughter. In 2000 he moved to California to work for another telecom company.

In 2006 Nelson, along with his brother, Robert, and another business partner, went out on their own and started CNR Connect, Inc.

The main goal of CNR Connect, is to help companies transfer to new technology and save money. As consultants, they will provide you with an analysis of your telecommunications needs and show you how you could be saving money. There is no cost; they only take a portion of the savings.

CNR Connect also provides cost-effective system implementation, integration and user training. Nelson's role in the company is leading the teams that implement the jobs.



P.O. Box 985 ♦ PLEASANTON CA 94566

PHONE & FAX 485-1394 ♦ [www.trivalleyexecs.com](http://www.trivalleyexecs.com)

---

Voice-over IP telephony is using your computer to make calls over the internet without using phone service. The benefit is the cost savings, especially for those with multiple locations. Those with only one location can benefit from the cost savings; some plans are as low as \$9. They estimate that 80% of customers are paying 30% more than they should be.

CNR Connect focuses on service and doesn't sell equipment, but existing equipment should work fine.

Voice-over IP is going to be mainstream within the next 5 years. A good lead for Nelson are those looking to integrate voice-over IP and those with new businesses.

To get a free analysis of your telecommunications, call Nelson Martinez of CNR Connect at 846-3931.

---