
JANUARY 31, 2008

NEXT WEEK:

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

You will be GREETED by **Mike Peel** of Hometown GMAC Real Estate and **Harvey Tulchinsky** of Harvey's Cleaners.

We will choose new "leaders" for the LEAD CHALLENGE.

Rick Pickering from the Alameda County Fairgrounds will be our GUEST SPEAKER – Don't miss it!

There will be a BOARD meeting directly following adjournment of the regular meeting.

MEMBERSHIP PROPOSAL:

2nd Posting

Classification: Hair Salon

Proposed Firm: Roman Holiday Salon

Represented by: Mike & Sherry Wallace

4555 Hopyard Rd. #9 Pleasanton 94588

Phone: 463-5650

Proposed by: Skip Hinsley, Girasole

If you have any questions or comments, please contact membership co-chairman, Manny Martin 551-8700, or Cristin Sanchez 580-7719.

DID YOU GIVE A REFERRAL THIS WEEK?

LEAD CHALLENGE:

Last week Dr. Rick Hume was given the challenge to give a lead to Hacienda Auto Glass. Due to the harassing by Jason Cooke while in

his office, Dr. Rick referred his receptionist, who had a cracked windshield to David Sanchez. Dr. Rick has made it a point to focus for **one month** on giving leads to Hacienda Auto Glass – great idea!

CLASSIFICATION:

Dan Brown's grew up in San Louis Obispo, where his father was a fireman. 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).

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 for 22 years.

A couple of years ago, the agency Dan worked for sold to a big company, which, he found, was not his cup of tea. That's when he found Onstad's, who does business the old fashioned way. So that's where Dan has made his new home.

Dan was married for 18 years to his wife who passed away last year. He is moving on and having fun with a new lady in his life. He enjoys golf and seems to have a really good handicap... lookout Dave Silva – you've got some competition this year!

Dan has been handling commercial and personal insurance for 25 years. If you have questions about your policies or would like to move your insurance to Onstads, please call Dan at 866-1444.
