
MARCH 6, 2008

NEXT WEEK:

The next meeting of the Tri-Valley Executives' Association will be held on **March 13** at Vic's All-Star Kitchen at 7:00am.

You will be GREETED by **Dave Jones** of Tiger Carpet Cleaning and **Marilyn Lewis** of Aweigh-to-Go Travel.

The Leader in the LEAD CHALLENGE is **Dave Silva of Silmar Flooring** who will be giving a lead (or singing) to **Ron Robinson** of VIP Employer Services. Dave has until 3/20 to give his lead since he didn't know he was the "leader" until a day before the meeting.

Larry Smario of Larry Smario Landscape and Tree Service will be giving his CLASSIFICATION.

LEAD CHALLENGE:

We had our first soloist: JoDee Moore gave a rousing rendition of "I'm sorry" to Mike Peel.

DID YOU GIVE A REFERRAL THIS WEEK?

FIRST QUARTER ANNIVERSARIES:

January

JoDee Moore, AireServ: *5 years*

Tom Fox & Mike Peel, Hometown GMAC Real Estate: *11 years*

February

Jim Bowen, Pleasanton Auto Repair: *22 years*

Jason Cooke, Herrmann Financial Services: *22 years*

Allen Eddy, Cal Coast Plumbing: *17 years*

Bob Olsen, Olsen Painting: *16 years*

Jan Batcheller, Gift Source: *14 years*

John Quintanal, USANA Health Sciences: *6 years*

Ron Robinson, VIP Employer Services: *5 years*

March

Mary Tuttle, Best of Coupons: *19 years*

Manny Martin, Amador Valley Property Management: *15 years*

Joey Minahan, The Door Doctor: *14 years*

Cesar Alvistur, FSM Building Maintenance: *8 years*

David Sanchez, Hacienda Auto Glass: *7 years*

Dave Sanchez, B&S Hacienda Auto Body: *7 years*

Phil Maser, The Maser Company: *2 years*

Chris Caballero, Replacement Window Specialists: *1 year*

BUSINESS TIPS:

Find creative ways to recognize clients to encourage referrals:

- Thank you cards
- Ask for the referral
- Survey
- Give incentives

Employees not working up to "par":

- consider hiring a conflict resolution specialist for small office situations
- ask employees to rate themselves
- document everything

Advertising – gear coupons to what will bring people in.
