

**MARCH 13, 2008**

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**NEXT WEEK:**

The next meeting of the Tri-Valley Executives' Association will be held on **March 20** at Vic's All-Star Kitchen at 7:00am.

You will be GREETED by **Larry Brumm**, Residential Real Estate Appraiser and **Lawrence Ling** of QES Computers.

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.

The CLASSIFICATION is open this week; please call Cristin if you'd like to fill in.

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**ROAD SHOW:**

In two weeks, on March 27<sup>th</sup>, we will be meeting at **Roman Holiday Salon** to see Mike & Sherri Wallace's business. Watch the newsletter for details so you don't miss it!

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

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**CLASSIFICATION:**

**Larry Smario** began his career in high school horticulture classes and landscaping for his football coach at 16 years old. After graduating, he started college at Cal Poly, but shortly thereafter, he was drafted to serve in Viet Nam. When his tour of duty was complete, the Veterans paid for him to go to the College of San Mateo.

While working at a retail nursery in Castro Valley, Larry met a gentleman who began

teaching him the tree care side of the business. Larry started off doing side jobs and put in enough time to get his contractor's license in 1970.

He and his father bought a nursery, turning it into a wholesale nursery, from which he operated his landscaping and tree service business. His specialty became re-landscaping gas stations, until it was demanding too much of his time and took attention away from other clients.

Larry became a widower in 1995 and has a son with two children. He enjoys taking the grandchildren, 19 years and 9 years old, fishing at Clear Lake each spring.

Larry Smario Landscape and Tree Service does all sorts of tree care, from trimming to stump removal; landscaping, including sprinklers and sod guaranteed for 1 full year; cement work, including decorative stamped concrete; and fence work. Larry has two employees and hires crews when necessary, but is always at every job site – you hire Larry, you get Larry.

To have Larry evaluate your trees and other yard projects, call him at (510) 582-3008.

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