
OCTOBER 23, 2008

THIS WEEK:

The **next meeting** of the Tri-Valley Executives' Association will be held on **October 30** at Vic's All-Star Kitchen at 7:00am.

You will be GREETED by **Dave Jones** of Tiger Carpet Cleaning and **Mike Wallace** of Roman Holiday Salon.

The LEAD CHALLENGE: Our next challengers will face-off: **Skip Hinsley** of Girasole Grill will be giving a lead to **Ron Johnson** of ABI Business Sales.

Jim Bowen of Pleasanton Auto Repair will be giving his CLASSIFICATION.

DID YOU GIVE A REFERRAL THIS WEEK?

BUDGET:

TVEA Treasurer, Jim Pease reports on the budget...

Our budget works really well with 45 members, but we have been working with an average of 40 members for months now and some adjustments need to be made.

Starting in January, the discount for paying dues on time will be decreased by \$25 – so you still get a \$25 discount for paying within the first 30 days. Full payment of \$275 would be due by 60 days after billing.

We will be increasing the late charge. On the 61st day, you will be assessed a \$25 late fee (up from \$10), which will continue to be assessed every 30 days thereafter.

We'd like to remind you that the cost of membership breaks down to about \$21 per

meeting and \$12.50 of that is for your breakfast. Where else can you advertise for \$8.50 a week?

The bottom line is that we need more members. As an incentive to bring in a new member, the TVEA will award one quarter's dues waived for anyone who brings a member that joins and stays for one year. We will also waive your fines for the first week that you bring a guest – no cash?... invite a guest!

As another cost-savings, we will be eliminating one meeting in December, so please see the attached for the year-end schedule.

If you have any suggestions, please talk to Cristin or one of the Board Members.

MEMBER NEWS AND INFO:

Hometown GMAC: There is very little inventory in Pleasanton and pendings are down to about 2 ½ per day; the good news is that depreciation on homes in Pleasanton is only about 4-5%. Bank-owned homes account for about 24% of business right now.

Transworld Systems: Don't wait to ask for your money – the farther out you go, the harder it is to collect.

Big O Tires: Make sure your tires are properly inflated to get the best gas mileage from your vehicle.

Gift Source: Gift baskets make a nice gift for your clients and come in all different varieties (minimum order 12). For the smaller clients, consider nuts, coffee or chocolates.

B&S Hacienda Auto Body: If you are in an accident, it is YOUR choice where to have your vehicle repaired; it is illegal for the insurance company to tell you where to take your car.

The Door Doctor: This is a great time of year to have your garage door serviced. The cost for



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TVEA members is \$79, for all others it is \$95 to help extend the life of your garage door and opener.

Residential Pacific Mortgage: If you have or know someone who has an adjustable rate loan with Wachovia have them call right away to have their loan stabilized at a great rate.

NEW MEMBER:

Please welcome Mark Van Slambrook!

Classification: Business Machines – Sales & Service
Firm: The Swenson Group, Bus. Technologies
Represented by: Mark Van Slambrook
Address: 207 Boeing Ct. Livermore CA 94551
Phone: 960-8910 x123, Fax: 960-8919
E-mail: mvanlambrook@tsgbt.com

Mark is getting married this week and will be joining us officially on October 30.
