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NOVEMBER 13, 2008

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**THIS WEEK:**

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

You will be GREETED by **Jim Bowen** of Pleasanton Auto Repair and **Jason Cooke** of Herrmann Financial Services.

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.

**David Sanchez, Jr.** of Hacienda Auto Glass will be giving his CLASSIFICATION.

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**MEMBERSHIP PROPOSAL:**

**2nd Posting:**

Classification: Litigation Attorney – Civil & Commercial, Advice & Counsel  
Proposed firm: De La Housaye & Associates  
Represented by: Karyne T. Ghantous, Esq.  
Address: 1655 N. Main St., Walnut Creek  
Phone: 944-3300, Fax: 944-3343  
E-mail: [karyne@delahousayelaw.com](mailto:karyne@delahousayelaw.com)  
Proposed by: Mike Peel

**1st Posting:**

Classification: Real Estate - Commercial  
Proposed firm: Hunter Commercial Real Estate  
Represented by: Richard Hunter  
Address: Castro Valley  
Phone: 510-357-0700, Fax: 510-357-7905  
E-mail: [rhunter@hcre.biz](mailto:rhunter@hcre.biz)  
Proposed by: Manny Martin

If you have any comments, questions or objections, please call Mike Peel or Manny Martin on the Membership Committee.

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

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**TVEA HOLIDAY BANQUET**

This should be a great evening! We are looking forward to seeing everyone there.

**When:** Thursday, December 4, 2008 at 6:30pm

**Where:** Girasole Grill: 3180 Santa Rita Rd. at Las Positas, Pleasanton, 484-1001

**Cost:** \$30 per person; no-host bar

**RSVP:** ASAP to Cristin Sanchez 736-4522

*\*There will be no meeting the morning of 12/4.*

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**CLASSIFICATION:**

Jim Isaac of Valley Community Bank is an East Coast transplant. He grew up on Long Island and got a Biology degree from New Hampshire with a minor in Math.

After college he attended a banking program through Franklin National Bank, taking a job with them and in 1973 becoming their youngest ever Branch Manager. Then, though not his fault, in 1974 Franklin National became the biggest ever bank failure.

Soon after, Jim was asked to take over a branch in Queens, NY. He describes it as being a lamb sent to the slaughter; it was the most organized crime he had ever seen. To his relief, he was eventually transferred back to Long Island.

After a divorce, he felt he needed a change, and having a brother in Los Gatos, CA, he joined what would later become Union Bank and moved to the West Coast. He worked in Oakland and in 1991 was transferred to Guam.

He survived Typhoon Omar in 1992 and had to run the bank for 18 days with a generator; they were hit with 5 typhoons that year. There was no typhoon in 1993, but they experienced an 8.1 earthquake. Damage was extensive, but there was no loss of life.

While being on the island, Jim had the feeling of being on permanent vacation. He used to teach scuba diving and played golf every weekend.

He had been having a long-distance relationship with Cheryl and in 1995 he moved back to California to get married.

Still with Union Bank, he transferred to an office in Saratoga. In 1999 he left Union Bank and took over the Pleasanton Branch of Bank of Walnut Creek. As a result of the recent buyout of BWC, he was offered a position with Valley Community Bank.

Valley Community Bank is a full-service bank, offering everything from personal checking accounts to business and SBA loans. Many businesses choose a bank with a wide range of services and special offers. And for each one there is a different banking representative, a different process, and a result that may not be well suited to your banking needs. What's worse is going through the experience all over again, each and every time you call.

At Valley Community Bank, they start by having one of their experienced, knowledgeable, full-service representatives do the listening. Then together you can put into action the right solutions that deliver tangible value to your organization. It's their way of partnering with you to achieve the ultimate goal – success!

Valley Community bank is sound and has done no first mortgages or any sub-prime lending. The banking crisis occurring today is because of greed, pure and simple. From the guy that re-fi's his house to buy that boat, to the mortgage broker that put him in a loan that he wouldn't be able to afford in 3 years, to the banks that

created the program to lend the money at exorbitant fees, ...it is all about greed.

Valley Community Bank is committed to the communities they serve and so is Jim. He is a member of the Pleasanton Rotary, is on the Mayor's Economic Vitality Committee and works with Valley Care Hospitals among others.

Jim's hobbies are golf and wine collecting.

To talk to Jim about wine or your banking needs, give him a call at 484-5400; he'd be happy to stop by your business and evaluate your current banking situation.

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**NEW MEMBER INFO:**

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: [mvanslambrook@tsgbt.com](mailto:mvanslambrook@tsgbt.com)

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