

NOVEMBER 19, 2009

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**NEXT WEEK:**

The **next meeting** of the Tri-Valley Executives' Association will be held on **December 3** at Vic's All-Star Kitchen at 7:00am.

GREETERS will be **Mike Wallace** of Roman Holiday Salon and **Allen Eddy** of Cal Coast Plumbing.

**Haili Sun** of Dr. Sun's Acupuncture Center will be giving her CLASSIFICATION.

There will be a **Board Meeting** following the General Meeting.

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**VALUE:**

**Tom Fox** of Hometown Real Estate values the people in this group: being able to just circle a person's business in the brochure and hand it out, with no doubts about how the customer will be treated. The TVEA is also a place to broaden your knowledge about so many topics.

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**TODAY'S ECONOMY:**

- Negotiate with vendors; everyone else is negotiating with you!
- Watch A/R very closely; be very proactive by sending to profit recovery early.
- Get deposits for jobs that require materials or products.

In summary, 4 members reported that business was up, 16 reported a decline in business, and 4 were flat.

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**THOUGHT FOR THE DAY:**

FROM LINDA NOTZON

"You will find that the more grateful you are, the more you have to be grateful for."

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**TVEA HOLIDAY BANQUET**

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

**When:** Thursday, December 10, 2009 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 12/10.**

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**NEW MEMBER:**

*Classification:* Acupuncture

*Member:* Dr. Sun's Acupuncture Center, P.C.

*Represented by:* **Haili Sun**

*Address:* 4275 Rosewood Dr. #29, Pleasanton, CA 94588

*Phone:* (925) 463-8686

*E-Mail:* drhsun@ymail.com

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**CALENDAR:**

November 26 – No Meeting (Thanksgiving)

December 10 – No Meeting

December 10 – Christmas Party at Girasole, 6:30pm

December 17 – Gift Exchange

December 24 & 31 – No Meeting (Christmas Eve. & NYE)

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

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