

FEBRUARY 18, 2010

THIS WEEK:

The **next meeting** of the Tri-Valley Executives' Association will be held on **February 25** at Vic's All-Star Kitchen at 7:00am.

GREETERS will be **Ron Mize** of Tri-Valley Electrical and a yet-to-be-determined volunteer.

Dave Jones of Tiger Carpet Cleaning will give the VALUE.

The CLASSIFICATION will be given by **Dave Cherry** of Big O Tires.

MEMBERSHIP APPLICATIONS:

2nd Posting:

Proposing Member: John Quintanal
Classification: Pressure Washing
Member: JTD Under Pressure
Represented by: Scott Burns
Address: 8681 Fenwick Way, Dublin 94568
Phone: (925) 828-6719
E-mail: srburns4@comcast.net

1st Posting:

Proposing Member: Dr. Barry Winston
Classification: Windows – Sales & Replacements
Member: Custom Exteriors
Represented by: Kevin Gundry
Address: 440 Boulder Ct. Ste. 400, Pleasanton 94566
Phone: (925) 249-2280
E-mail: kgundry@custom-exterior.com
Website: www.custom-exterior.com

If you have any questions or comments about or objection to the proposed member, please contact the Chairman of the Membership Committee: Mike Peel 426-3849.

MEMBER NEWS:

Dale Vaughn-Bowen (the wife of Jim Bowen, Pleasanton Auto Repair), suffering from breast cancer, has taken a turn for the worse. Hospice is with her now. Jim, our prayers are with you and your family.

DID YOU GIVE A REFERRAL THIS WEEK?

NEW MEMBERS:

Classification: Solar Energy Systems – Sales & Installation
Member: Next Energy Solar
Represented by: Jeff Johnson
Phone: (510) 331-6624
Website: www.nextenergysolar.com

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

MEETING POLICIES (A REFRESHER COURSE):

- Meetings begin at 7:15am.
- \$1.00 fine for being late (coming in after the gavel starts the meeting).
- \$1.00 fine for leaving a meeting early.
- \$1.00 for having no "good" lead.
- \$2.00 for a missed meeting; discounted to \$1.00 if the Executive Director is notified.
- \$10.00 for no-show as a greeter.

▪ **Greeter Responsibilities:**

- Be at the meeting by 6:50am.
- Give members their name tags and greet them.
- Be aware of any guests, make them feel welcome and give them a "guest" name tag.
- Sell raffle tickets.
- Greeters' responsibilities are over promptly at 7:15am.

▪ **50-50 Raffle Procedure:**

- Raffle tickets are \$1.00 each or 6 for \$5.00.
- Each game begins with 40 regular marbles and 4 winning (clear glass) marbles in the jar.
- If you hold the winning ticket, you get to choose a marble.
- If you do not choose one of the winning marbles, you receive 5 FREE raffle tickets at next week's meeting.
- 50% of the cash from the sale of raffle tickets gets added to the cash prize (each game starts with \$50) until a winning marble is chosen.
- The other 50% collected goes into the TVEA savings account.

▪ **Procedure for Bringing a New Guest:**

- Call the office to let the Executive Director know that you will have a guest and the classification of the business.
 - Be there to greet your guest and make them feel welcome.
 - You will be asked to introduce your guest; guests are asked to say a few words about their business.
 - Potential members are invited to attend two meetings as guests of the TVEA.
 - Fill out a proposed membership form and give it to the Executive Director.
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VALUE:

Mike Wallace of Roman Holiday Salon finds Value in TVEA membership, because of the information that he gets at the meetings to help not only himself, but information that he can get to help his friends and clients.

BEST SOURCES OF GAINING NEW CLIENTS:

- Referred by TVEA member
 - Referral from an existing customer
 - Referral from a related business
 - Internet
 - Chamber mixer
 - Coupon mailer
 - Being a "preferred" service at other businesses
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DID YOU INVITE A POTENTIAL MEMBER TO THE MEETING THIS WEEK?

THE WEEKLY "POT" REPORT:

TVEA's 50/50 raffle is up to **\$179.00**.
