

---

**JUNE 10, 2010**

---

**THIS WEEK:**

The **next meeting** of the Tri-Valley Executives' Association will be held on **June 17** at Vic's All-Star Kitchen at 7:00am.

GREETERS will be **Dan Brown** of Onstad's and **Phil Maser** of The Maser Company.

The VALUE will be given by **Kevin Gundry** of Custom Exteriors.

**Wayne Yeaw** of Allegra Print & Imaging will be giving his CLASSIFICATION.

---

**WHO CAN YOU INVITE TO A MEETING THIS WEEK?**

---

**PROGRAM:**

Next month, on July 1st we will be discussing the book: "**Switch - How to change things when change is hard**" (By Chip Heath & Dan Heath).

---

**THE WEEKLY "POT" REPORT:**

TVEA's 50/50 raffle is up to **\$53.00**.

---

**VALUE:**

The Value of the Association for **Scott Burns** of JTD Under Pressure, is knowing that a person from this group will take care of your referral, and knowing that if you give out the brochure, the call will likely be handled personally by the people he knows and has breakfast with every week.

---

**PROGRAM:**

Patrick Judge of **Passport Unlimited** presented a unique way to say "thank you" to your clients. The Passport

card is a way of keeping your 'business card' in your client's wallet, and it gives them a reason to talk about you when dining with their friends and clients, which is a great way to generate more referral business.

Your Passport Card provides a second complimentary adult entrée at a selection of prestigious restaurants. Your card can be used anytime, as often as you'd like to dine out at any of the participating restaurants. Some participating restaurants include: Alberto's, Bridges, Fontina, Girasole Grill, McNamara's, Oasis and Scott's Seafood.

It looks like a credit card, is very discreet and is given to the waitperson when they bring the check. You will always receive the same great service as long as you tip 15-20% on what the total would have been without the savings.

There are other benefits including golf courses, movie theatres, theme parks, ski resorts and more. Each member who attended the meeting will be getting a free card to try out and see the value for themselves.

For more information you can go online to [www.passportunlimited.com](http://www.passportunlimited.com) or call Patrick Judge (408) 723-0719 [patrickj@passportunlimited.com](mailto:patrickj@passportunlimited.com) to place your order.

---

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

---

**NEW MEMBER: WELCOME!**

*Classification:* Insurance – Medical/Dental

*Member:* Raney Insurance

*Represented by:* **Jerry Raney**

*Address:* 5994 W. Las Positas #107, Pleasanton 94588

*Phone:* (925) 469-9000, *Cell:* (925) 895-4335

*E-mail:* [jerry@raneyinsurance.com](mailto:jerry@raneyinsurance.com)

*Website:* [raneyinsurance.com](http://raneyinsurance.com)

---

---

**MEMBERSHIP DIRECTIVE:**

**Classification Exclusivity - Classification Exclusivity within the Tri-Valley Executives' Association in which a member provides a good or service means the following: each member of the association is in agreement that none can market any similar good or service of another member or a good or service that is not directly within the defined Classification held by that member while attending a TVEA meeting or function.**

**Reasons:**

- Our members are considerate of the others and won't think to bring in a new member for a category that is "covered" by someone else in the group, even if it's not their classification.
- This is a networking group and the more members we have the larger the sphere of influence. Each one has their own sphere of influence and if one person holds more than one category, it limits the number of referrals you may get within the Association. This is why a member cannot hold more than one classification without another executive representing that category.

If you have any questions about what you are able to promote or the limits of your classification in the TVEA meetings, please talk with Cristin Sanchez or any Board Member.

---