
SEPTEMBER 15, 2011

NEXT WEEK:

The **next meeting** of the Tri-Valley Executives' Association will be held on **September 22nd** at Vic's All-Star Kitchen at 7:00am.

GREETERS will be **Jay Woidtke** of the Law Offices of Jay A. Woidtke and a **volunteer**.

Joey Minahan of the Door Doctor will SPOTLIGHT **Keller Williams** and **Darlene Crane-Peel** will SPOTLIGHT **Larry Smario Landscape & Tree Service**.

Either **Mark Van Slambrook** of The Swenson Group *or* **Jim Bowen** of Pleasanton Auto Repair will be giving the CLASSIFICATION.

SPOTLIGHT:

Simon Vogt got his start in the real estate industry just out of college working for a Real Estate Investment Trust that focused on land in Mexico. What he learned was that no matter if the company sold a property for a profit or a loss, the broker always got paid.

Simon became a Commercial Real Estate Agent and was drawn to Le & Associates because they were not a huge multi-national conglomerate. Lee & Associates is no small company though; it's owned by the brokers, has over 640 agents and is the fourth largest commercial real estate sales organization in the country.

Simon specializes in office and flex space. 80% of his business is leasing, while the other 20% is sales. He can help his clients look at renegotiating their leases, find new spaces, negotiate tenant improvements, and work with variables such as lowering the price-per-foot or getting months free of rent, or getting new signs or TI's.

Simon is your advocate and spends a lot of time analyzing the market and gathering information on specific markets to help guide his clients. Call him to talk about your business' property: 737-4157.

MEMBER NEWS:

IMPRESSIVE: **John Quintanal** announced that USANA has obtained the U.S. Food and Drug Administration's "Drug Establishment Registration," allowing the company to manufacture over-the-counter (OTC) drugs and holding it to a standard well above what is required of a dietary supplement manufacturer. "We regularly submit our products for independent testing and diligently maintain our third-party certifications," says USANA Executive Director of Research and Development, Dr. John Cuomo. "It's why we have so many loyal users, including several hundred Olympic and professional athletes. Nearly 20 years in business and we've never had to issue a recall."

SOCIAL MEDIA- HELPFUL LINKS:

- <https://biz.yelp.com/> to claim or set-up your business
 - <http://www.yelp.com/> to write a review for any business
 - <http://www.linkedin.com/> to connect with colleagues, associates, potential clients
 - <http://twitter.com/> to send information instantly with your followers or get information tweeted by a those in your industry
 - <http://www.facebook.com/business> to interact with your fans, get to know potential customers
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THE WEEKLY POT REPORT:

TVEA's 50/50 raffle begins again at **\$50.00** with 10 white marbles (\$5), 2 blue (\$10) and 1 red marble (winner takes all).

MEETING SCHEDULE:

- 10/6 NO MEETING (**Bocce 6:30 @ Campo di Bocce**)
- 11/24 NO MEETING (Thanksgiving)
- 12/8 NO MEETING (Holiday Party @ TBD)
- 12/22 NO MEETING (Christmas)
- 12/29 NO MEETING (New Year)

MEMBERSHIP – OPEN CLASSIFICATIONS:

Advertising – Direct Mail
Advertising – Internet /Social Media
Advertising – Newspaper
Advertising – Radio
Appliances – Sales & Service
Architect
Attorney – Family Law
Auto Dealer
Bakery
Bank
Boat – Sales & Service
Bookkeeper
Bookstore
Burglar/Fire Systems – Sales/Monitoring
Car Wash
Caterer
Cement Contractor
Chiropractor
Club (Country , Golf, etc.)
Collection Agency
Communications (telephone, wireless)
Convalescent Home
Counselor/Psychiatrist
Cyclery – Sales & Service
Dermatologist
Disc Jockey
Electrical Contractor
Employment Agency
Event Center or Planner
Funeral Director
Furniture Repair
Glass – Residential/Commercial
Glass Tinting – Auto/Residential/Commercial
Graphic Artist
Gutters – Sales & Service
Hardware & Building Supplies
Handyman/Home Repair

Health Club
Hotel
House Cleaning
Interior Designer
Insulation Contractor
Investigator
Janitorial Service
Jeweler
Landscape Architect
Limo/Car Service
Linen Supply & Service
Liquor Distributor
Locksmith
Manicurist
Masseuse
Medical Supply
Med Spa/Esthetician
Moving & Storage
Notary
Nursery
Orthodontist
Party Rental & Supplies
Paving Contractor
Payroll Company
Pet Groomer
Pet Shop & Supplies
Photographer
Pool Supply & Maintenance
Pressure Washing
Public Relations
Restaurant – Chinese
Restaurant – Coffee Shop
Restaurant – Ice Cream Parlor
Restaurant – Italian
Restaurant – Mexican
Restaurant – Pizza
Restaurant – Sushi
Restaurant – Fast-Casual
Roofing Contractor
Safes & Vaults
Secretarial Service

Shredding Service
Signs
Sporting Goods
Tailor
Tile Contractor
Title/Escrow Company
Towing Service
Travel Agency
Truck Rental
Tutoring
Uniform Service
Vending Machines
Veterinarian
Waste/Junk Removal
Water Coolers & Service
Web Design/Hosting
Window Cleaning
Wine & Spirits Distributor
Winery

NEW MEMBERS:

- **Business Consulting**

GoSmallBiz

Terri Piazza

Phone: (408) 507-0338, Fax: (925) 684-4375

E-mail: terri.piazza@comcast.net

Website: www.gosmallbiz.com/demo/demo.asp

- **Watch Repair**

Thomas Watch Repair Services

Thomas Tong

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