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OCTOBER 6, 2011

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**NEXT WEEK:**

The **next meeting** of the Tri-Valley Executives' Association will be held on **October 13<sup>th</sup>** at Vic's All-Star Kitchen at 7:00am.

GREETERS will be **Gary Smith** of Pleasanton Financial Planners and dentist, **Dr. Endre Selmeczy**.

**Mike Peel** of Keller Williams will SPOTLIGHT **Onstad's Insurance**.

SPECIAL GUEST, **Nelson Fiahlo, Pleasanton's City Manager** will be speaking. (You don't want to miss it!)

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**SPOTLIGHT:**

By Tom Fox: Bob Olsen has been a member of the Tri-Valley Executives' Association since 1992. Bob started his business, **Olsen Painting** as a result of helping out a Realtor friend of his over 30 years ago.

His business has always been focused on quality, which is why they have always used state-of-the-art equipment, including truck-mounted sprayers. Olsen Painting does residential and commercial painting as well as HOAs, hotels, light industrial, tenant improvements and some new construction. They can eliminate tough odors sometimes caused by smoking or animal urine by applying a special sealant, and are also licensed to do lead abatement.

To schedule an appointment or to refer Bob, call Olsen Painting at 484-2228.

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**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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**DUES:**

Invoices for the 4<sup>th</sup> Quarter Dues have been emailed. Please pay by Nov. 15<sup>th</sup> to save \$25.

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**THE WEEKLY POT REPORT:**

TVEA's 50/50 raffle is at **\$59.00** with 8 white marbles (\$5), 2 blue (\$10) and 1 red marble (winner takes all).

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**CLASSIFICATION:**

**David Sanchez, Jr.** was born in San Francisco in 1969 and moved to Pleasanton when he was 8 years old. He started college in Santa Barbara and later graduated from Chico State. After college he moved back to San Francisco and worked for American Express, then was a recruiter for Robert Half Int'l. Disenchanted with "Corporate America" he started working for his family's business in 1998.

David married his amazing, beautiful and very talented wife whom he could not live without, Cristin (Executive Director for the TVEA) in 2004, and became the father of triplets, Ava, Sophia & Tres (David III), in 2006.

His father, Dave Sr., who had moved the business from San Francisco to Pleasanton in 1991, made David start at the bottom and work his way up. When David saw an opportunity to expand the business into Livermore, his father put him in charge of operations for the new shop.

Before long he realized that he could capitalize on their existing business by having their own auto glass company to replace glass in cars that were in their shops for repair. He hired a very experienced installer, Mark Castle, away from the company that was serving

the auto glass needs of B&S Hacienda Auto Body, and made him a partner in Hacienda Auto Glass. Soon the business grew and they were servicing most of the high-end car dealerships in the Tri-Valley.

They install OEM (Original Equipment Manufacturer) glass as well as a high-end aftermarket glass from PPG, a very reputable company who is the manufacturer for auto factories such as BMW; so the quality is the same as OEM. Many glass companies will tell you that they can save you your deductible, but what they are actually doing is replacing your glass with a far more inferior product, which can have imperfections and distortions that may cause headaches and tiredness when driving.

Some rock chips can be repaired. Window glass is made of two sheets of glass that are sealed together making it much stronger. As long as the chip has not started to crack and is not in the driver's line of sight, it can usually be repaired by cleaning it out and shooting a resin into the chip. A cracked windshield is no longer just a fix-it ticket, it's \$100, so make sure to take care of it right away. The cost to repair a chip is usually about \$50-75.

David strongly encourages people to check their insurance policy or call their agent regarding glass repair, as some will only cover the cost of aftermarket products or may not cover the cost of repairs. It's good to know what is covered in the event that one needs glass replacement or repair; he warns that some windshields can cost upwards of \$2,000 these days.

Hacienda Auto Glass is a mobile service and can provide "on-time" appointments – important to busy people like ourselves.

If you or someone you know has auto glass needs, please call David Sanchez, Jr. at (925) 447-9890.

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**NEW MEMBERS:**

- **Business Consulting**

GoSmallBiz

**Terri Piazza**

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

*E-mail:* [terri.piazza@comcast.net](mailto:terri.piazza@comcast.net)

*Website:* [www.gosmallbiz.com/demo/demo.asp](http://www.gosmallbiz.com/demo/demo.asp)

- **Watch Repair**

Thomas Watch Repair Services

**Thomas Tong**

*Phone:* (925) 872-0108

*E-mail:* [thomaswatchrepair@gmail.com](mailto:thomaswatchrepair@gmail.com)

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**MEETING SCHEDULE:**

- 11/24 NO MEETING (Thanksgiving)
  - 12/8 NO MEETING (Holiday Party @ TBD)
  - 12/22 NO MEETING (Christmas)
  - 12/29 NO MEETING (New Year)
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