

MARCH 29, 2012

NEXT WEEK:

The **next meeting** of the Tri-Valley Executives' Association will be held on **April 5th** at Vic's All-Star Kitchen at 7:00am.

GREETERS will be **Dave Jones** of Tiger Carpet Cleaning and **Joey Minahan** of The Door Doctor.

This is our **Annual Installation Breakfast** and **Executive of the Year** award presentation. Don't miss it!

SPOTLIGHT:

By Cory Pinter

In addition to being able to print just about anything, **Alpha Omega Print** provides graphic design and branding services. They've been in business for nearly 30 years and are industry experts with large corporate customers such as Chevron and East Bay BMS. Alpha Omega Print provides business cards, postcards, door hangers, folders... just to name a few. For all of your printing needs, call Wayne at Alpha Omega 426-2511.

SPRING SOCIAL:

Sign up now for the TVEA Day at the Races – Sunday, May 6th!

Guaranteed FINISH LINE seating provides seats directly on the wire at Golden Gate Fields. Your package includes our all-you-can-eat "Turf Club Buffet", valet parking, Racing Program, Winner's Circle privileges for 6 to 8 members of our group, and tax and tip. Everything is taken care of - all you need to do is have fun! The cost is **\$40.00 per person** (no-host bar).

INVOICES:

Invoices for the second quarter have been emailed. Remember to pay by April 16th to save \$25!

POT REPORT:

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

CLASSIFICATION:

Dan Brown grew up in the LA foothills where his father was a fireman. In 9th grade his baseball team had a game in San Louis Obispo; his mother fell in love with the area and moved the family there. He attended Cal Poly and decided to live off campus when he found out that it was the second biggest party school (next to Chico State).

During college he worked for a contractors licensing company, where he learned about bonding and insurance. After graduation he worked part time for Mutual of Omaha doing sales and promotions. The standard of living was not supported by the opportunities in San Louis, so Dan decided to move to the Bay Area where he worked for the same agency in Santa Clara for 22 years, specializing in construction insurance.

In 2007, the agency Dan worked for sold to a big company, which, he found, was not the way he preferred to do business. That's when he found Onstad's Insurance Agency, who does business the old fashioned way and doesn't micro-manage their agents. So that's where Dan has made his new home.

Dan has been handling commercial and personal insurance for 29 years, and advises to always have plenty of insurance coverage for the things you can't control. Dan's success is attributable to building trust with his clients and providing superior service. He knows his products and prides himself on doing business with integrity. You need to make sure that you have an insurance agent that will go to bat for you; that agent is Dan Brown.

Onstad's Insurance Agency is an insurance broker, so they are able to shop rate and service to get you the best deal on home, auto, general liability, commercial and umbrella policies, just to name a few. Onstad's will terminate any carrier who falls below their standards for service. They have 24/7 claims service and online billing and payments.

An umbrella policy refers to a liability insurance policy that protects the assets and future income of the policyholder above and beyond the standard limits set on their primary policies; it is relatively inexpensive, costing about \$250-300 per year for \$1 million coverage. Another policy business owners should consider is personal disability.

If you have questions about your policies, would like to move your insurance to or refer Onstad's, please call Dan at 866-1444 or direct at 242-7798.

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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