
AUGUST 23, 2012

NEXT WEEK:

The **next meeting** of the Tri-Valley Executives' Association will be held on **August 30th** at Vic's All-Star Kitchen at 7:00am.

GREETERS will be **Jim Pease** of Pease Tax & Accounting Service and **Dave Jones** of Tiger Carpet Cleaning.

The SPOTLIGHT on **Hacienda Auto Glass** will be given by **Manny Martin**, and **Joey Minahan** will SPOTLIGHT **Harvey's Cleaners**.

Thomas Tong of Thomas Watch Repair will give his CLASSIFICATION.

IN 2 WEEKS:

There will be **NO MEETING on September 6th**, in consideration of the short week for Labor Day.

POT REPORT:

This week's TVEA 50/50 raffle is at **\$95** with 3 marbles: 2 white (\$5) and 1 red (winner takes all).

MOTIVATIONAL QUOTE:

FROM MARK VAN SLAMBROOK

"Things turn out best for people who make the best of the way things turn out." - *JOHN WOODEN*

CLASSIFICATION:

Dave Parker is a local boy. He moved to Pleasanton in 1969 at the age of 5. He graduated from Foothill High School in 1982. He then went to Sacramento State, and in 1986 graduated with his Business Administration degree with a minor in Finance.

He worked in the mortgage department at Transamerica until 1991, when a friend of the family opened a mortgage company in Dublin. The brokerage became very successful and grew to 40 agents. In 1998 the offices split. Dave stayed in the Dublin office and worked with his new partner for 11 years.

In 1999 he met his wife Shelly who works in Human Resources at Valley Christian School. Dave & Shelly have 2 daughters, a fourth-grader at Valley Christian and their other daughter just started her freshman year at Azusa Pacific.

Shelly had a friend that was a successful financial advisor for Edward Jones. After Dave & Shelly married, they used him for their investments. For the next 12 years, their friend had tried to lure Dave into the business.

In 2009, when the mortgage market turned, he was presented with an offer that was hard to refuse. One partner in the Danville office at Edward Jones was ready to retire and was interested in turning over his clientele to a new partner, someone he could trust to take care of his clients. After meetings with the partner, and then the partner and their wives, Dave was chosen as Greg's successor.

Dave Parker got his Edward Jones certifications and the partner passed on his thorough knowledge of the markets. After working with Greg for over a year, Dave has now taken over his clients in the Danville office.

Edward Jones was founded in 1922 by Edward Jones, Sr. in St. Louis, Missouri. In 1980 they had 304 offices, which have grown to 11,000 offices today (more than any other in the country) with 12,000 brokers, 628 of those are in California. The offices are not franchises, but are instead a partnership, which provides their clients with proper regulatory oversight. Edward Jones is a commission-based investment firm that has over 7 million clients and over \$570 billion in assets. They have been named as the #2 business on the list of 100 Best Large Companies to Work For. In Dave Parker's office it is him and a wonderful office administrator.

The philosophy of Dave Parker at Edward Jones: *Buy* quality investments; *Hold and Monitor* for long-term value; *Diversify*. The biggest effects on the market today are healthcare, (whereas the US spends an average of \$8,000 per person, China only spends \$300 pp.), and the expanding middle class in China and India, which will also expand the need for not only health care but durable goods.

They have a monthly newsletter with opinions on specific stocks or you can get a complete opinion on a particular stock. Since they are a global company, they are able to give regular updates on stocks and markets based on current events. Edward Jones also helps with retirement-related decisions. Dave advises those who are approaching the age at which they can draw from their Social Security benefit to seek help in creating a strategy that provides the maximum benefits and higher income.

To sign up for the newsletter, to get information or buy a particular stock, or to do a no-charge transfer of your stocks to an account with Edward Jones, call Dave Parker - *Phone:* (925) 837-7730, *Cell:* (925) 640-8860
E-mail: david.parker@edwardjones.com.

HAVE YOU INVITED A GUEST THIS WEEK?

Please make sure to let Cristin know that you'll be bringing someone and make sure there are no Classification conflicts.
