
SEPTEMBER 20, 2012

NEXT WEEK:

The **next meeting** of the Tri-Valley Executives' Association will be held on **September 27th** at Vic's All-Star Kitchen at 7:00am.

GREETERS will be **David Sanchez, Jr.** of Hacienda Auto Glass and **Dave Silva** of Silmar Flooring.

Darlene Crane-Peel will give the SPOTLIGHT on **Larry Smario Landscape & Tree Service**.

We will have a PRESENTATION by Dr. Endre Selmeczy among other DISCUSSION topics.

MEMBERSHIP PROPOSALS:

1st Posting: *Proposing Member:* Terri Piazza
Classification: Mortgages - Reverse
Member: Security One Lending/Reverse Mortgages
Represented by: Richard SanVicente
Address: 2603 Camino Ramon Ste. 200, San Ramon
Phone: (925) 848-6575
E-mail: rsanvicente@comcast.net
Website: www.RickSanVicente.com

If you have any questions or comments about or objection to the proposed member, please contact the Chairperson of the Membership Committee: Sheri Facciolla at 447-7100.

SPOTLIGHT:

By Jay Woidtke

Bob Olsen started **Olsen Painting** over 30 years ago. He is consummate professional always using state-of-the-art equipment. Olsen Painting specializes in high-end painting, but also does all types of commercial and residential work. Their quality is excellent and his crew is very experienced and knowledgeable. To refer Olsen Painting or have them paint your home or business, call Bob Olsen at 484-2228.

POT REPORT:

This week's TVEA 50/50 raffle is at **\$61** and 11 marbles: 8 white (\$5), 2 blue (\$10) and 1 red (winner takes all).

CLASSIFICATION:

Kevin Gundry grew up in Concord as a 5th generation Californian. He wanted to be a weatherman, not realizing the complicated mathematics that meteorologists have to be able to calculate, and ended up as a graduate of Chico State in 1987 with a degree in communications. He went back to work for CDF (where he spent 5 summers) and then got a call for a job at a radio station.

The job turned out to be more sales than broadcast, but he found that he was very good at it. So he started selling siding for Sears. His territory grew and at 25 years old, he was in charge of the Western United States.

In 1994 he started working for one of the largest home remodeling companies in the Bay Area. The company is out of business today, but that is where he met his business partner, Jeff Kendall. Together in 1997 they started Custom Exteriors by going door to door leaving flyers.

Kevin's father was a wood shop teacher and built his own cabin in Grey Eagle; Kevin helped build the second one and gained a lot of knowledge about construction. Their construction, business, advertising, marketing, and sales backgrounds have all contributed greatly to the development of a very unique company that Bay Area homeowners trust for their professional window replacement projects.

Unlike other companies who hire contract labor, all of the installers as well as their office staff at Custom Exteriors are employees. Their installers are ALMA master certified and most have been with them for 10-12 years. They are proud to say that they are very

efficient and organized, which means that they will be able to serve their clients for years to come. When choosing any home improvement company, it is important to choose a company that will be around to insure that your warranty means something.

Eighty percent of their business is window replacement using vinyl-frame windows, which are much more energy efficient than aluminum-frame windows, even those that are dual pane. The older dual-pane aluminum-frame windows frequently fail, allowing them to leak or “sweat” between the panes, due to the heat conducting properties of the metal. The expansion and contraction of the seal is compromised most on south- and west-facing windows. The retrofits go directly over the old aluminum frames. All jobs are permitted and inspected by the City.

The premier windows sold by Custom Exteriors are Anlin Window Systems. Anlin Vinyl Replacement windows built with the [Infinit-e Plus High Performance Glazing System](#) are among the most efficient dual-pane windows ever built. They are designed to provide optimum energy savings in moderate and hot climates, such as found in most of California. Most companies use glass that is 1/16” thick, but these are 1/8” and could go up to 3/16” to provide maximum noise reduction. The silver oxide on the inside of the outer glass reflects 87% of ultraviolet light and argon gas sealed between the panes cuts down the radiant heat. Other windows recommended and sold by Custom Exteriors are Anderson, Milgard, Marvin and Monte Verde.

Kevin enjoys backpacking and snow skiing, and on one trip last year hiked 63 miles. Kevin has 23-year-old autistic twin boys from a previous marriage, and now has 12-year-old twin girls and a 9-year-old son with his wife, Bianca.

To talk to Kevin about having your windows replaced or if you have someone to refer, you can call Custom Exteriors at 249-2280.

TVEA CODE OF CONDUCT:

The Tri-Valley Executives’ Association (“TVEA”) wants to have the best available representative in every classification. The TVEA is committed to providing an environment to help connect and support its members, free of harassment*, and therefore provides this Code of Conduct.

Encouraged Behavior includes, but is not limited to, the following:

- MUST take care not to compromise the integrity or damage the reputation of the member, any outside individual or business, or the TVEA. (If you’ve had a disagreement with another member, please discuss privately, not in the context of a meeting.)
- Speak respectfully to and about each other.
- Maintain a respectful tone and volume when sharing your opinion.
- Value the many different sources of knowledge that exist.
- Listen to the entire message, without interrupting or editorializing.
- Look for places to agree, connect or support.
- Act in ways that edify the group’s self-esteem.
- Be respectful of time when making comments.
- Support the facilitator’s efforts to moderate discussions.

Prohibited Behavior includes, but is not limited to, the following:

- Verbal conduct such as epithets, derogatory jokes or comments, slurs or unwanted sexual advances, invitations, or comments;
- Visual displays such as derogatory and/or sexually-oriented posters, photography, cartoons, drawings, or gestures;

- Physical conduct including assault, unwanted touching, intentionally blocking normal movement or interfering with work because of sex, race, or any other protected basis;
- Retaliation for reporting or threatening to report harassment.

If you believe that you have been harassed or treated unfairly, inform the Executive Director or provide the Board of Directors with a written account of the complaint in your own words as soon as possible after the incident. The Executive Director will refer all harassment complaints to the Board of Directors of the TVEA and all information will be kept confidential.

*In accordance with the TVEA EEO Harassment Policy

NEW NEW MEMBER REWARD PROGRAM:

In the past, we have offered to waive the dues of a sponsoring member upon the new member's 1st anniversary in the TVEA.

We would like to reward those who are inviting guests, and incentivize new members to reach out to their sphere of influence to get other new members.

Going forward, this will be our **new incentive program**:

- Member who brings a guest: 5 free raffle tickets to the member for the first visit of a prospective member.
- Member who sponsors the most new memberships during the calendar year: Dues waived for 1 quarter (a tie will result in splitting the \$250 credit).
- New Members who sponsor another new member within the first 90 days: Dues waived for their second quarter.

Cristin can help: let her know if you'd like her to send a "formal" invitation letter to your prospect.

CHARITY FUNCTION:

Pleasanton North Rotary presents: "A Starry Night", an evening affair with proceeds benefiting local and international community service projects. It will be held at Casa Real in Livermore on September 29th at 5:00pm. You can find sponsorship and ticket information at www.astarrynight.org.

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.
