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**JANUARY 3, 2013**

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**NEXT WEEK:**

The **next meeting** of the Tri-Valley Executives' Association will be held on **January 10** at Vic's All-Star Kitchen at 7:00am.

GREETERS will be **Jerry Raney** of Diablo Valley Benefits and **Joey Minahan** of The Door Doctor.

The SPOTLIGHT will be on **Silmar Flooring** by **Phil Maser**.

A DISCUSSION will be led by Jerry Raney.

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**THE WEEKLY "POT" REPORT:**

New Year, new raffle! TVEA's 50/50 raffle starts over at **\$50.00**.

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**MEETING SCHEDULE:**

The meeting schedule for the first quarter is attached.

Please make note for when/what you are on the schedule. If you are scheduled to do your classification and would like to have a Road Show, please let Cristin know.

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**ELECTIONS:**

It's time to choose a new Board. It's an easy gig – get involved!

Our President-elect is **Wayne Yeaw** of Alpha Omega Print. If you are interested in getting more involved or want to know more how the organization works, please contact Cristin.

We'd like 3 or more new nominees for elections in March to replace outgoing members: Dr. Endre Selmeczy, Dave Silva and Jerry Raney.

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**INVOICES:**

Invoices for the first quarter dues went out a couple of weeks ago. Remember to pay by **January 15<sup>th</sup>** to save \$25.00.

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**DID YOU INVITE A POTENTIAL MEMBER TO THE MEETING THIS WEEK?**

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**REVIEW:**

**It's a New Year and time for a fresh start. Let's review our responsibilities as members of the TVEA and to each other as business associates. This is good info. that some of you have probably not read in a very long while, so please review.**

**Classification Presentation:** Let the membership know who you are: your personal background, your business background, what you do and what products and services you offer. Tell a story about your business, and keep members up to date about your business to assure proper representation.

**Spotlight:** Give a 2-3 minute "**commercial**" for the **business** (not the person) in the Spotlight by visiting and getting to know more about that **business**.

**Road Show:** Have an "open house" at your business in lieu of the morning meeting. Make the arrangements to provide breakfast, reimbursed up to \$350 by the Association.

**MEETING POLICIES**

- Meetings begin promptly at 7:15am.
- \$1.00 fine for being late (coming in after the gavel starts the meeting).
- \$1.00 fine for leaving a meeting early.
- \$1.00 for having no "good" lead.

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- \$2.00 for cell phone ringing
  - \$2.00 for a missed meeting; discounted to \$1.00 if the Executive Director is notified.
  - \$10.00 for no-show as a greeter.
  - Greeter Responsibilities:
    - Be at the meeting by 6:45am.
    - Give members their name tags and greet them.
    - Be aware of any guests, make them feel welcome and give them a “guest” name tag.
    - Sell raffle tickets.
    - Greeters’ responsibilities are over promptly at 7:15am.
  - 50-50 Raffle Procedure:
    - Raffle tickets are \$1.00 each or 6 for \$5.00.
    - Each game begins with 13 marbles: 10 white, 2 blue and 1 red.
    - If you hold the winning ticket, you get to choose a marble.
    - White marble = \$5; Blue marble = \$10; Red marble = total “Pot”.
    - 50% of the cash from the sale of raffle tickets gets added to the cash prize (each game starts with \$50) until a winning marble is chosen.
    - The other 50% collected goes into the TVEA savings account.
  - Procedure for Bringing a New Guest:
    - Call the office to let the Executive Director know that you will have a guest and the classification of the business.
    - Be there to greet your guest and make them feel welcome.
    - You will be asked to introduce your guest; guests are asked to say a few words about their business.
    - Potential members are invited to attend two meetings as guests of the TVEA.
    - Fill out a proposed membership form and give it to the Executive Director.
  - The member who brings in the most members in one year, will have dues waived for one quarter (a tie splits the dues equally).
  - All members who bring a guest will have fines waived for one meeting.
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- DID YOU GIVE A REFERRAL THIS WEEK?**
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