
JANUARY 31, 2013

NEXT WEEK:

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

GREETERS will be **Larry Smario** of Larry Smario Landscape & Tree Service and **Manny Martin** of Amador Valley Optometric.

The SPOTLIGHT will be on the **The Maser Company** by **Jerry Raney**.

Newest Member, **Dorn Driggs** of Aflac will give the CLASSIFICATION.

NEW MEMBER:

Please join us in welcoming our newest member, Dorn Driggs!

Classification: Insurance – Supplemental Disability

Member: Aflac

Represented by: **Dorn Driggs**

Phone: (925) 895-4805

E-mail: dorn_driggs@us.aflac.com

GUEST BREAKFAST:

On Thursday, **March 7th**, we will be having a Guest Breakfast. This is to give potential members an exact date rather than an open-ended invitation.

Any prospect that fills out an application for membership on that day will have their initiation fee waived.

A printable invitation is attached for you to forward or hand out to your prospects.

The member who brings in the most new members in one year, will have dues waived for one quarter (a tie splits the dues equally).

All members who bring a guest (to any meeting) will have fines waived for that meeting.

SPOTLIGHT:

BY KEVIN GUNDRY

Jay Woidtke has been practicing law in his own Castro Valley office for 34 years. He specializes in Estate, Real Estate and Business Law. Focusing on these three allows him to maintain his level of expert knowledge; he doesn't counsel on matters outside of his area of expertise, but refers to other attorneys that are experts in their fields.

Jay is very thorough and is affordable up front; so see him now or see him later, but later is not advisable and not nearly as affordable.

To draw up a new trust, update your current trust or refer a client, contact the Law Office of Jay A. Woidtke, call 510-881-5026.

CLASSIFICATION:

Lawrence Ling of QES Computers was born and raised in Hong Kong. His education is in the polytechnic and science fields. There are only 3 or 4 colleges in city the size of Oakland with a population of over 7 million people. People have to study very hard to get accepted. After graduating from Hong Kong Polytechnic, he had to send out over 200 resumes to finally get a job working in the semiconductor industry in quality control. In 1987, he got bored with his job, so he moved into sales.

In 1989 his wife, Wing, immigrated to the United States. Her father was a US resident, living in Oakland, so she was approved to enter, which was just days before the "big quake". He got a job in a restaurant, working 6 days a week for \$750. Unable to support a family on that wage, he took his wife and child back to Hong Kong. He came back to the States for good in 1994 and was fortunate enough to find a job in his field,

semiconductors and computers, and then began learning English.

In 1998 Lawrence and a couple of friends got tired of doing all the work and making money for someone else, and they started their business. As many of their customers were located in Pleasanton, they decided that that was the place to open their store. He is still working with the same partners and is looking forward to their 15th anniversary this year.

Lawrence and Wing have two sons, a 22-year-old college student, and the other, who is very involved in the Scouts, is a senior in high school. They live in Castro Valley and his wife is an esthetician in Oakland.

QES stands for Quality Efficient Service and their mission is to offer clients the highest quality products with the most efficient service possible while maintaining competitive prices. After the dot com crash, business declined, so they re-focus on service, which is now 40-50% of their revenue.

They are now a company of 6 employees and are very busy serving their customers who are mostly small businesses.

QES Computers carries a very broad product line of not only computer products but televisions as well, and is a premium service provider, certified with HP, among others. They have repair services for PCs and printers, do network setups, provide security for your PCs and are committed to customer satisfaction.

They can build custom systems and make sure that all systems are compatible with major components such as Intel, Microsoft and AMD. They only sell what they can support.

To have your computer system evaluated or if you or someone you know is looking to upgrade his or her system, call Lawrence at 463-8100.

DID YOU GIVE A REFERRAL THIS WEEK?

THE WEEKLY "POT" REPORT:

TVEA's 50/50 raffle is at **\$69.00** with 6 white marbles (\$5), 2 blue (\$10) and 1 red (winner takes all).

ELECTIONS:

It's time to choose a new Board. It's easy to be 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.

Thank you to Kevin Gundry for volunteering! We need **one more** nominee for elections in March to replace outgoing members.

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