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FEBRUARY 7, 2013

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**NEXT WEEK:**

The **next meeting** of the Tri-Valley Executives' Association will be held on **February 14<sup>th</sup>** at Vic's All-Star Kitchen at 7:00am.



GREETERS will be **Mark Van Slambrook** of The Swenson Group Business Technologies and **Dorn Driggs** of Alfac.

The SPOTLIGHT will be on the **The Swenson Group Business Technologies** by **Cory Pinter** and **The Maser Company** by **Jerry Raney**.

The PROGRAM will be a fun surprise.

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**DID YOU GIVE A REFERRAL THIS WEEK?**

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**GUEST BREAKFAST:**

On Thursday, **March 7<sup>th</sup>**, 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.

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

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**THE WEEKLY "POT" REPORT:**

TVEA's 50/50 raffle is at **\$73.00** with 6 white marbles (\$5), 1 blue (\$10) and 1 red (winner takes all).

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**CLASSIFICATION:**

**Dorn Driggs** is named after a character from the book "Islandia". He was born in Bakersfield and raised in Fremont. Dorn got his BS Degree in Ornamental Horticulture from Cal Poly and his masters in Public Administration (MPA) from the University of San Francisco.

He now resides in San Ramon where he has lived for the past 25 years with his wife, Tricia, whom he married in Hawaii on Valentine's day 26 years ago. They have three children: Kela, who graduated from Cal Poly and works for the Livermore Winegrowers Association; Maile, who graduated from the Fashion Institute of Design and Marketing, works for MJC International as an Associate Technical Designer; and Duke is a freshman attending Cal State East Bay in Hayward. He is studying kinesiology, and is playing soccer for the school. Dorn enjoys wood-working, gardening, hiking, camping, ocean and beach, working out and participating in sports activities, traveling and of course the seemingly endless 1959 Triumph TR3 car restoration project.

He owned a landscape construction company while in college and for a while after graduating, but decided that he wanted to travel; so he looked for other opportunities. He went to work overseas in Saudi Arabia for 16 months prior to relocating to the SF Bay Area. He spent the following 30 years working in Public Sector, primarily in the Public Works arena as a Department/Division manager: Rossmoor Retirement Community, City of Milpitas, City of San Ramon and most recently at the City of Livermore.

He retired from the Public Sector in 2010 and began looking for a business opportunity that would allow him

to utilize his skills and knowledge and continue to work in areas that help people and improve the quality of life for others. Dorn looked into many different industries and opportunities, but once he learned about Aflac, he decided it was something he believed in and met his expectations and personal criteria for what he wanted to be doing.

He is an independent Agent representing the American Family Life Assurance Company of Columbus (AFLAC). The company was started in 1955 (58 years ago) by three brothers (John, Bill and Paul Amous) and the company started with a cancer specific policy.

Aflac is an international company representing more than 50 million policyholders worldwide. Nationally, almost 500,000 businesses offer our programs to their employees; there are more than 26,000 payroll accounts in California alone. Aflac is recognized as a Fortune 500 company among other awards and notoriety.

In 2010 Aflac paid almost 2 Billion dollars in claims and processed the majority of the claims in 4 business days. Aflac pays policy holders directly unless directed otherwise by the policy holder. Aflac is different from major medical insurance and their policies are designed to provide a financial safety net.

Dorn's role is to work with companies to educate employers and their employees about how Aflac programs can benefit individuals and their families, and to assist them with any questions of concerns they may have. His goal is to be a knowledgeable resource for individuals and business owners in consultative role. His serves his clients following these guidelines:

1. Communicate regularly with business owners and clients;
2. Respond immediately to all requests (within one business day);
3. Know what to do or find the right answer;
4. Treat everyone with respect and care;
5. Treat anyone's problem as though it is his problem;
6. Be honest and sincere about what he says and does;
7. Make customers' interest his first priority.

The focus of their products is to protect income, supplement an existing medical plan, or provide a source of assistance if there isn't a major medical plan available. The easiest way to understand their policies is the slogan they use: "cash benefits to you when you are hurt and can't work".

1. Aflac allows employees to choose the areas where they want additional coverage;
2. The cost of policies is "reasonable" and affordable;
3. Aflac policies are 100% employee paid and there is no cost to the employer;
4. Policies are purchased on a voluntary basis;
5. Aflac is available as a cost-effective solution to the rising cost of out of pocket health care expenses;
6. Allow employees to use pre-tax advantage plans to pay for their policies.

Dorn doesn't have any territorial restrictions, he can assist just about anyone, but believes he will be most effective working with customers in the Tri-Valley area. For referrals, he is looking for businesses that are interested in attracting and retaining excellent employees, increasing profitability, and providing wellness programs for their employees at no cost to the employer. He is also able to provide individuals, like independent contractors, that need some financial assurance in the event of a catastrophic event.

To set up a time for Dorn to meet with your employees or to refer Aflac, call (925) 895-4805 or E-mail: [dorn\\_driggs@us.aflac.com](mailto:dorn_driggs@us.aflac.com).

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**NEW MEMBER:**

*Classification:* Insurance – Supplemental Disability

*Member:* Aflac

*Represented by:* **Dorn Driggs**

*Phone:* (925) 895-4805

*E-mail:* [dorn\\_driggs@us.aflac.com](mailto:dorn_driggs@us.aflac.com)

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