

MAY 9, 2013

NEXT WEEK:

The **next meeting** of the Tri-Valley Executives' Association will be held on **May 16th** at Vic's All-Star Kitchen at 7:00am.

GREETERS will be **Lawrence Ling** of QES Computers and **Dave Jones** of Tiger Carpet Cleaning.

The SPOTLIGHT will be on **Onstad's Insurance** by **Jim Bowen** and on **Opes Advisors** by **Mark Van Slambrook**.

IF there is someone who would like to **volunteer** to give his/her CLASSIFICATION, we have an opening this week; let Cristin Sanchez know if you're interested.

DID YOU INVITE A POTENTIAL MEMBER TO THE MEETING?

THE WEEKLY "POT" REPORT:

TVEA's 50/50 raffle is at **\$55.00** with 8 white marbles (\$5), and 1 red (winner takes all).

DID YOU GIVE A REFERRAL THIS WEEK?

IDEAS FOR STRENGTHENING TVEA MEMBERSHIP:

- Introduce yourself to guests, remembering that you are exposing yourself to a potential customer.
- Occasionally bring a co-worker, associate or family member to introduce TVEA members to another referral source and their sphere of influence.
- Read the TVEA Newsletter as a reminder of your duties as a member of the Tri-Valley Executives' Association.

- Make sure the people within your own office know the members of the TVEA; talk about it at the team meeting and make sure each employee has a brochure on hand when asked by customers for a referral.
 - Do you ask for the lead? Think of a way to ask it in a way that doesn't put that person in an awkward position. Remember that you don't have to sell your fellow members' businesses, that's their job; your job is to be alert in getting the lead that the member can follow up on.
 - When giving a lead through email, copy the TVEA member in on the message so he/she can follow up themselves.
 - Challenge yourself to give leads without the expectation of getting something back.
 - Try to take 15 minutes each week to contact a different member; doing it systematically, i.e. using the brochure and crossing them off, will keep you on track. Expect it to be uncomfortable at first.
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Open Classifications:

Advertising – Direct Mail	Insulation Contractor	Sporting Goods
Advertising – Internet /Social Media	Investigator	Tailor/Seamstress
Advertising – Newspaper	Janitorial Service	Tile Contractor
Advertising – Radio	Junk/Waste Removal	Title/Escrow Company
Appliances – Sales & Service	Landscape Architect	Towing Service
Architect	Limo/Car Service	Travel Agency
Auto Dealer	Linen Supply & Service	Truck Rental
Bakery	Liquor Distributor	Tutoring
Bank	Locksmith	Uniform Service
Boat – Sales & Service	Manicurist	Vending Machines
Bookkeeper	Masseuse	Veterinarian
Burglar/Fire Systems – Sales/Monitoring	Medical Supply	Water Coolers & Service
Car Wash	Med Spa/Esthetician	Web Design/Hosting
Caterer	Moving & Storage	Window Cleaning
Cement Contractor	Notary	Wine & Spirits Distributor
Chiropractor	Nursery	Winery
Club (Country, Golf, etc.)	Orthodontist	
Collection Agency	Party Rental & Supplies	
Communications (telephone, wireless)	Paving Contractor	
Convalescent Home	Payroll Company	
Counselor/Psychiatrist	Pet Groomer	
Cyclery – Sales & Service	Pet Shop & Supplies	
Dermatologist	Photographer	
Disc Jockey	Pool Supply & Maintenance	
Employment Agency	Pressure Washing	
Event Center or Planner	Public Relations	
Funeral Director	Restaurant – Chinese	
Furniture Repair	Restaurant – Coffee Shop	
Glass – Auto	Restaurant – Ice Cream Parlor	
Glass – Residential/Commercial	Restaurant – Italian	
Glass Tinting – Auto/Residential/Commercial	Restaurant – Mexican	
Graphic Artist	Restaurant – Pizza	
Gutters – Sales & Service	Restaurant – Sushi	
Hardware & Building Supplies	Restaurant – Fast-Casual	
Handyman/Home Repair	Roofing Contractor	
Health Club	Safes & Vaults	
Hotel	Secretarial Service	
House Cleaning	Shredding Service	
Interior Designer	Signs	