
MAY 16, 2013

NEXT WEEK:

The **next meeting** of the Tri-Valley Executives' Association will be held on **May 23rd** at Vic's All-Star Kitchen at 7:00am.

GREETERS will be **Jerry Raney** of Diablo Valley Benefits and **Harvey Tulchinsky** of Harvey's Cleaners.

The SPOTLIGHT will be on **Opes Advisors** by **Mark Van Slambrook** and on **Big O Tires** by **Dave Jones**.

The CLASSIFICATION will be given by **Jay Woidtke** of the Law Office of Jay A. Woidtke.

DID YOU INVITE A POTENTIAL MEMBER TO THE MEETING?

THE WEEKLY "POT" REPORT:

TVEA's 50/50 raffle is at **\$61.00** with 7 white marbles (\$5), and 1 red (winner takes all).

DID YOU GIVE A REFERRAL THIS WEEK?

SPOTLIGHT:

BY JIM BOWEN

Onstad's Insurance has been doing business in the East Bay since 1926. In 2007 **Dan Brown** joined Onstad's Insurance, where he brought 29 years of experience in commercial and personal insurance. Onstad's Insurance Agency is an insurance broker, so they are able to shop rate and service to get you the best deal on home, auto, general liability, commercial and umbrella policies, just to name a few. To talk about their wide range of services and find out if Onstad's is right for you, call Dan at 242-7798 dlbrown@onstads.com.

WHAT YOUR BOARD OF DIRECTORS IS WORKING ON:

In order to increase membership and participation in the Association, the TVEA Directors are working on some new approaches.

- Business Card Invitation – an easy way to invite a potential member would be giving them a business card with not only the information on contacting the TVEA, but a scan-able QR code and an invitation to a free breakfast. It's an easy way to approach your business contacts about membership.
- Chambers of Commerce – look through your Chamber directory for business people that you know who would fit an open category. We have a letter that we will be sending to invite them to a meeting.
- A New Member Checklist – "I'm a new member, now what?". This would also be good for each of the current members to make sure they've done all they can for their fellow members, other than giving them a direct lead, of course.

To have any of your ideas considered for implementation, please let Cristin know, so that it can be included in the agenda for the next Board Meeting. ALL ideas are welcome!

GUESTS:

Reminder: Guests and guest speakers should be invited with caution to avoid allowing a non-member to give a one-time push for their own business, which would negate the privilege of being a member.

Guest speakers should speak only about topics that would educate the members on a running their businesses, and should benefit the entire group.
