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**JUNE 13, 2013**

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**NEXT WEEK:**

The **next meeting** of the Tri-Valley Executives' Association will be held on **June 20<sup>th</sup>** at Vic's All-Star Kitchen at 7:00am.

GREETERS will be **Dave Parker** of Edward Jones and **Thomas Tong** of Thomas Watch Repair.

The CLASSIFICATION and SPOTLIGHTs have been postponed due to absences.

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**NEW: Good Member Checklist**

- Business Cards:** Keep a supply of business on the brochure table
  - Brochures:** Keep a stack in your office, hand out to co-workers, give to customers
  - Phone numbers:** Program your cell phone with each TVEA member to have quick access for referrals
  - Guests:** Review Open Classifications and list business associates who fit those categories, and invite those individuals to a meeting using invite cards
  - Calls:** Make weekly calls or visits to 1-5 members to say "hi" and get to know his/her business
  - Web links:** Add a Preferred Vendors list to your website and include links to each member's website
  - Yelp:** Using a brochure, spend a few minutes a week to look up 1-5 members and review them on Yelp; you can make positive general statements even if you have not had direct experience with that business. This is to help balance out the negative, if any, comments that irrational customers sometimes make
  - LinkedIn:** Invite fellow members to connect with you and join the Tri-Valley Executives' Association Group
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**DID YOU INVITE A POTENTIAL MEMBER TO THE MEETING?**

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**NEW SCHEDULE:**

We'll be putting together the schedule for the third quarter and would love to have a **Road Show**. Have an "open house" at your business in lieu of the morning meeting. Make the arrangements to provide breakfast, which will be reimbursed up to \$350 by the Association.

If you'd like to have members learn more about your business, by having them visit your business in a fun, casual way, let Cristin know as soon as possible. Every Thursday is open at this point.

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**THE WEEKLY "POT" REPORT:**

TVEA's 50/50 raffle is at **\$88.00** with 3 white marbles (\$5), and 1 red (winner takes all).

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**HEALTH CARE REFORM:**

Thanks to **Jerry Raney** of Diablo Valley Benefits for bring us information on the new health care laws. A Comprehensive Guide for Employers will be attached to the email and is available for download at [www.dvbenefits.com](http://www.dvbenefits.com).

All employers (regardless of the number of employees) MUST notify employees of Open Enrollment for the exchange, which begins October 1<sup>st</sup>. Please have your employees sign a form that acknowledges that they were notified.

If you'd like Jerry to make sure your business is ready or know someone who needs help, call Diablo Valley Benefits at 895-4335.

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**DUES:**

Invoices have gone out via email. Please pay **\$275 by July 15<sup>th</sup>** to avoid a late charge. Please feel free to prepay your dues for the remainder of the year: \$550.

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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	Tree Service
Bakery	Liquor Distributor	Truck Rental
Bank	Locksmith	Tutoring
Boat – Sales & Service	Manicurist	Uniform Service
Bookkeeper	Masseuse	Vending Machines
Burglar/Fire Systems – Sales/Monitoring	Medical Supply	Veterinarian
Car Wash	Med Spa/Esthetician	Water Coolers & Service
Caterer	Moving & Storage	Web Design/Hosting
Cement Contractor	Notary	Window Cleaning
Chiropractor	Nursery	Wine & Spirits Distributor
Club (Country, Golf, etc.)	Orthodontist	Winery
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	

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