
JUNE 20, 2013

NEXT WEEK:

The **next meeting** of the Tri-Valley Executives' Association will be held on **June 27th** at Vic's All-Star Kitchen at 7:00am.

GREETERS will be **Dorn Driggs** of Aflac and **Wayne Yeaw** of Alpha Omega Print.

The SPOTLIGHT will be on **Silmar Flooring** by **Dr. Andre Selmeczy** and on **Dr. Andre Selmeczy** by **Harvey Tulchinsky**.

The CLASSIFICATION is TBD.

DID YOU INVITE A POTENTIAL MEMBER TO THE MEETING?

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.

THE WEEKLY "POT" REPORT:

TVEA's 50/50 raffle is at **\$91.00** with 2 white marbles (\$5), and 1 red (winner takes all).

DUES:

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

DID YOU GIVE A REFERRAL THIS WEEK?

THE 20 GOLDEN RULES OF NETWORKING

Excerpt from Xerox Office Advisor

"Networking is about building relationships, earning trust and cultivating individual connections.

As you build your personal network, focus on quality. Quantity will follow naturally. When you think about networking, forget about short-term rewards. Focus your time and energy on the long-run.

1. Be Generous
2. Think Long-Term Growth
3. Start with a Strength
4. Think Strategically
5. Ask for Clarification
6. Prepare for Success
7. Know Your Audience
8. Seek Quality over Quantity
9. Act Like a Leader
10. Make it Easier
11. Be Clear
12. Consider Cause and Effect
13. Start with Confidence
14. Adapt Your Individual Approach
15. Listen and Learn
16. Provide a Reminder
17. Make Yourself Memorable
18. Get Organized
19. Tap the Web
20. Answer Opportunity's Call

Staying in touch requires effort. That's exactly why those that do, stand out from everyone else. Make networking a priority and you'll be rewarded many times over for the extra effort it requires to show the people in your network you've been thinking about them and value your relationship."

If these have peaked your interest, the full article is attached.
