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**SEPTEMBER 6, 2013**

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**NEXT WEEK:**

The **next meeting** of the Tri-Valley Executives' Association will be held on **September 12th** at Vic's All-Star Kitchen at 7:00am.

GREETERS will be **Kevin Gundry** of Custom Exteriors and **Sheri Facciolla** of Patriot Pest Management.

The SPOTLIGHT will be on **The Door Doctor** by **Dan Brown**.

We will engage in a DISCUSSION led by **Thomas Tong**.

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**UPCOMING CLASSIFICATIONS:**

9/19 – **Joey Minahan** of The Door Doctor

9/26 – **Phil Maser** of The Maser Company

**LOOKING FARTHER AHEAD:**

10/10 – **Membership/Guest Breakfast**

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**BROCHURES:**

We will be ordering new brochures for the 4<sup>th</sup> Quarter. Please review your listing and let Cristin know if you have any changes to your information.

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

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**SPOTLIGHT:**

BY GARY SMITH

**Diablo Valley Benefits** is an independent insurance agency offering a variety of medical, dental and vision plans. Being independent gives Jerry Raney the ability to assess your situation, and customize a health plan specific to your budget, your needs and those of your

employees. For an assessment and guidance through the health care reform, call Jerry Raney of Diablo Valley Benefits 925.924.1200 [jerry@dvbenefits.com](mailto:jerry@dvbenefits.com).

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**MEMBER NEWS:**

In preparation for his retirement, Gary Smith announced that Pleasanton Financial Advisors has a new owner, David Blain, who will be leading the team of advisors in Pleasanton as well as those in his current New Bern, North Carolina office. For more information on how this change benefits you, go to [www.PleasantonFinancial.com](http://www.PleasantonFinancial.com).

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**THE WEEKLY "POT" REPORT:**

This week, the TVEA's 50/50 raffle is at **\$74.00** with 5 white marbles (\$5), 1 blue marble (\$10) and 1 red marble (winner takes all).

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**CLASSIFICATION:**

**Lawrence Ling** of QES Computers was born and raised in Hong Kong. His education is in the polytechnic and science fields. There are only 3 or 4 colleges in city the size of Oakland with a population of over 7 million people. People have to study very hard to get accepted. After graduating from Hong Kong Polytechnic, he had to send out over 200 resumes to finally get a job working in the semiconductor industry in quality control. In 1987, he got bored with his job, so he moved into sales.

In 1989 his wife, Wing, immigrated to the United States. Her father was a US resident, living in Oakland, so she was approved to enter, which was just days before the "big quake". He got a job in a restaurant, working 6 days a week for \$750. Unable to support a family on that wage, he took his wife and child back to Hong Kong. He came back to the States for good in 1994 and was fortunate enough to find a job in his field, semiconductors and computers, and then began learning English.

In 1998 Lawrence and a couple of friends got tired of doing all the work and making money for someone else, and they started their business. As many of their customers were located in Pleasanton, they decided that that was the place to open their store. He is still working with the same partners and is looking forward to their 15<sup>th</sup> anniversary this year.

Lawrence and Wing have two sons, both in college. They live in Castro Valley and his wife is an esthetician in Oakland.

QES stands for Quality Efficient Service and their mission is to offer clients the highest quality products with the most efficient service possible while maintaining competitive prices. After the dot com crash, business declined, so they re-focus on service, which is now 40-50% of their revenue.

They are 6 employees who are very busy serving their customers that are mostly small businesses.

QES Computers carries a very broad product line of not only computer products but televisions as well, and is a premium service provider, certified with HP, among others. They have repair services for PCs and printers, do network setups, provide security for your PCs and are committed to customer satisfaction.

They can build custom systems and make sure that all systems are compatible with major components such as Intel, Microsoft and AMD. They only sell what they can support. Lawrence recommends buying quality products, which will be less of a headache for you. The technology is getting better and the laptops lighter and thinner with more features. He also cannot stress enough the importance of backing up your hard drive, for which you can get 1 terabyte of storage for \$100... a small price to pay to be able to recover your information, should your equipment get corrupted.

To have your computer system evaluated or if you or someone you know is looking to upgrade his or her system, call Lawrence at 463-8100.

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

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