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FEBRUARY 13, 2014

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**THIS WEEK:**

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

GREETERS will be **Dave Cherry** of Big O Tires and **Dave Silva** of Silmar Flooring.

The SPOTLIGHTs will be on **Thomas Watch Repair** by **Larry Brumm** and on **Alpha Omega Print** by **Dave Cherry**.

**Terry Johnston** of R&S Landscape will give the CLASSIFICATION.

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**SPOTLIGHT:**

BY DAVE PARKER

Terry Johnston has been in the landscape business for 30 years, and acquired **R&S Landscape and Maintenance** 8 years ago.

Working only in the Tri-Valley area, R&S does landscape construction, maintenance, hardscape, tree removal and irrigation, among other things. With the drought looming, Terry has been working with a lot of clients on water-saving landscapes and improving efficiency of their irrigation systems with new controllers.

To have your irrigation evaluated, your landscaping maintained or to start an all new landscape project, call Terry Johnston 846-6821 or [terry@rsland.net](mailto:terry@rsland.net).

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**THE WEEKLY "POT" REPORT:**

This week, TVEA's 50/50 raffle is at **\$120.00** with 3 white marbles (\$5 each), 2 blue (\$10 each) and 1 red marble (winner takes all).

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

**SOCIAL:**

BY KEVIN GUNDRY

As for a social event this year we have been discussing going to the "Awesome **A's** vs. The Hated **Giants**" barn burner Bay Area rival game!!!

My beloved Oakland A's are going to beat up on the other team, the Giants on **July 8<sup>th</sup> at 7pm**. Un-like the Giants, the A's games are affordable and good seats run \$30 for the 2<sup>nd</sup> deck.

We can BBQ before the game in the parking lot at 5pm then head into the game.

So let's act now!!!

*(Check your calendar and with your "social secretary"; a sign-up sheet will go around at the next meeting – Cristin)*

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**DISCUSSION:**

**Manuel "Manny" Martin** was born in Oakland and raised in northern California. He is married with two children, a son, Steve, who is an elementary school Principal in Livermore, and a daughter, Deanna, that went to Chico State and now works with him doing property management. He is the proud grandpa to three wonderful grandchildren. His hobbies are boating, biking and yoga.

After graduating from high school, Manny went to Oakland City College and then Armstrong Business College. He started out working for Sara Lee, but then got a job with House of Seagrams. Manny was in the liquor distribution business for 21 years. In 1985 he got tired of traveling and with emerging drinking-and-driving laws, his business started declining; so he began looking around for another career. He decided to get into real estate and settled on property management. He got his real estate license and started Amador Valley Property Management Company in Dublin.

Manny's goal is to make investing in real estate and being a landlord painless, easy and profitable. He feels that careful tenant screening and selection is the most important thing in property management. Manny is very experienced in judging qualifications and matching tenants to properties. However, he cannot guarantee that a tenant will stay and recommends that property owners keep 2-3 months reserves to cover expenses during vacancies. The 2-3 month reserve will allow time to find the proper tenant and not just get someone in who will pay the rent.

The second most important thing in property management is inspections. An inspection of the rental property should be done every six months to insure that the tenant is abiding by the terms of their lease, is keeping the residence in good condition, and to check for repairs, such as leaky plumbing. A letter is sent to the tenant, advising them on what they should expect during the visit and asking them to remove items in areas that need to be inspected.

Maintenance is also very important to avoid major repairs. It also shows the tenants that you're working on and watching the property, which usually causes them to take better care of the property.

In addition to tenant screening and selection, Amador Valley Property Management's services include property evaluation, comprehensive legal forms, rent collection, handling security deposits, complete accounting services, property inspections, and repair and maintenance contracting supervision.

Manny Martin is a member of the National Association of Residential Property Managers among others. To take the headache out of managing your properties, or if you know someone who is in need of property management services, call Manny at 551-8700.

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**ELECTIONS:**

Our President-elect is **Sheri Facciolla** of the Patriot Pest Management. If you are interested in getting more involved or want to know more how the organization works, please contact Cristin.

**We need 2** or more new nominees for elections in March to replace outgoing members: Larry Brumm and Jerry Raney.

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**GUEST BREAKFAST:**

In 4 weeks, on **Thursday, March 6<sup>th</sup>**, we will be having a Guest Breakfast. This is to give potential members an exact date rather than an open-ended invitation.

Any prospect that fills out an application for membership on that day will have their initiation fee waived.

A printable invitation is attached for you to forward or hand out to your prospects.

All members who bring a guest (to any meeting) will have **finer waived** for that meeting.

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

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**Open Classifications:**

Advertising – Direct Mail

**Advertising – Internet /Social Media**

Advertising – Newspaper

Advertising – Radio

Appliances – Sales & Service

**Architect**

Auto Dealer

**Bakery**

**Bank**

Boat – Sales & Service

**Bookkeeper**

Burglar/Fire Systems – Sales/Monitoring

**Car Wash**

**Caterer**

Cement Contractor

**Chiropractor**

Club (Country, Golf, etc.)

**Collection Agency**

Communications (telephone, wireless)

**Convalescent Home**

**Counselor/Psychiatrist**

Cyclery – Sales & Service

Dermatologist

Disc Jockey

Employment Agency

Event Center or Planner

Funeral Director

Furniture Repair

**Glass – Auto**

**Glass – Residential/Commercial**

**Glass Tinting – Auto/Residential/Commercial**

**Graphic Artist**

**Gutters – Sales & Service**

Hardware & Building Supplies

**Handyman/Home Repair**

Health Club

Hotel

**House Cleaning**

**Interior Designer**

Insulation Contractor

Investigator

**Janitorial Service**

Junk/Waste Removal

**Landscape Architect**

**Limo/Car Service**

Linen Supply & Service

**Liquor Distributor**

**Locksmith**

Manicurist

Masseuse

Medical Supply

Med Spa/Esthetician

Moving & Storage

Notary

Nursery

Orthodontist

**Party Rental & Supplies**

Paving Contractor

Payroll Company

Pet Groomer

Pet Shop & Supplies

**Photographer**

**Pool Supply & Maintenance**

**Pressure Washing**

Public Relations

Restaurant – Chinese

Restaurant – Coffee Shop

Restaurant – Ice Cream Parlor

Restaurant – Italian

Restaurant – Mexican

Restaurant – Pizza

Restaurant – Sushi

Restaurant – Fast-Casual

**Roofing Contractor**

Safes & Vaults

Secretarial Service

**Shredding Service**

**Signs**

Sporting Goods

Tailor/Seamstress

Tile Contractor

Title/Escrow Company

Towing Service

**Travel Agency**

Truck Rental

Tutoring

Uniform Service

Vending Machines

Veterinarian

Water Coolers & Service

**Web Design/Hosting**

Window Cleaning

**Wine & Spirits Distributor**

**Winery**