

**APRIL 24, 2014**

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**THIS WEEK:**

The next regular meeting of the Tri-Valley Executives' Association will be held on **May 1<sup>st</sup>** here at Vic's All-Star Kitchen at 7:00am.

GREETERS will be **Kevin Gundry** of Custom Exteriors and **Dave Parker** of Edward Jones.

The SPOTLIGHT will be on **Onstad's Insurance** by **Dave Jones** and on **Opes Advisors** by **Jim Pease**.

The CLASSIFICATION will be given by our newest member, **Pat Patterson** of Sales Acceleration Consulting.

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**GAME TICKETS:**

Tickets for the A's vs. Giants game on July 8<sup>th</sup> were distributed this week. If you did not receive yours, you were not here, you left them on the table or you haven't paid for them yet. Please see Cristin.

There were no extra, so if you have some you don't need or need more than what you got, let her know and she'll list it in the Newsletter.

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**THE WEEKLY "POT" REPORT:**

TVEA's 50/50 raffle is at **\$48.00** with 10 white marbles (\$5 each), 1 blue marbles (\$10 each) and 1 red marble (winner takes all).

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**CLASSIFICATION:**

**Joe Goulette** was born in 1958 and grew up in a bilingual household in Maine. He left his town of 1,700 people, now only 1,500 where his brother is now the mayor, to travel abroad and to attend the University of Maine. He graduated with a degree in Electrical Engineering.

He worked in the semi-conductor industry, and while working for Lam Research, he was relocated to the Bay Area. When the ".com bust" hit, Joe thought he would do some construction work to stay busy, which was what he had done in college. He found that he was doing construction for a living and decided to get his contractor's license in 2002. Joe has done business in 17 countries and 45 states and has always had work.

Whereas the majority of his business was building commercial, he found that residential was much more rewarding. Joe really likes doing design work and would like to spend more time on that service. At J.G. Construction in Pleasanton on California Avenue, he has a few guys working for him, and as he gets older is now hiring more subcontractors.

Kitchen and bathrooms are his most common jobs, but can also build from the ground up. All of the clients of their clients come from referrals, and he will know from the first meeting if the client would be a good fit. He likes that he can choose who he wants to work with. His rates are the same for the mini-mansion or the simple ranch-style home. On every bid, he gives a cost breakdown of materials to show the immense range that any job could be, pricing out the simple basic products all the way to the high-end materials.

Personally, Joe likes the outdoors and exploring in his travel trailer, and is also quite the brew-master.

To have Joe Goulette take a look at your project or refer him to someone that could use his expert service, call J.G. Construction 925-580-1800  
[jgconstruction@gmail.com](mailto:jgconstruction@gmail.com).

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**NEW MEMBER:**

*Classification:* **Business Consulting – Sales**  
*Member:* **Sales Acceleration Consulting**  
*Represented by:* **Pat Patterson**  
*Phone:* 925.735.1778  
*E-mail:* [pat@instituteforsalesacceleration.com](mailto:pat@instituteforsalesacceleration.com)

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