
MAY 8, 2014

THIS WEEK:

The next regular meeting of the Tri-Valley Executives' Association will be held on **May 15th** here at Vic's All-Star Kitchen at 7:00am.

GREETERS will be Family Law Attorney, **Chris Rugaard** and **Dr. Endre Selmeczy** of Livermore Sedation Dentistry.

There are 2 SPOTLIGHTs this week:

- on **Opes Advisors** by **Jim Pease**
- on **Big O Tires** by **Lawrence Ling**

The CLASSIFICATION will be given by **Dr. Endre Selmeczy** of Livermore Sedation Dentistry.

THE WEEKLY "POT" REPORT:

TVEA's 50/50 raffle is at **\$48.00** with 9 white marbles (\$5 each), 2 blue marbles (\$10 each) and 1 red marble (winner takes all).

MEMBER NEWS:

Congratulations **Allen Eddy** of Cal Coast Plumbing on becoming a grandpa! They welcomed their first girl into the family on May first.

SPOTLIGHT:

BY DAVE JONES

In business since 1926, Onstad's Insurance has offered some carriers for 60 years. As a broker Onstad's offers both personal and commercial insurance with any carrier. Many of their agents have been with them for 20 or more years. Dan Brown of Onstad's has been an individual agent for 29 years and is experienced in all areas of insurance. He has built his business by treating people right, and so the majority of his business comes from referrals. A good referral for him is anyone with

real estate, personal property, a car, employees, a business or a life that needs coverage.

To get your quote or to refer Dan, call 866-1444 or direct at 242-7798 dlbrown@onstads.com.

DISCUSSION:

Customers are your most valuable resource, since you've already spent time them and built trust. How do you say Thank You?

- Restaurant Gift Certificate
 - Starbucks gift card with handwritten note
 - Magazine subscription with your name on it sent to their address (it's a monthly reminder)
 - Discount on future service for the referral
 - Bag of microwave popcorn with your logo on it given with every order picked up
 - Use Sendoutcards.com
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NEW MEMBER:

Classification: **Business Consulting**

Member: **Sales Acceleration Consulting**

Represented by: **Pat Patterson**

Phone: 925.735.1778

E-mail: pat@instituteforsalesacceleration.com

A'S vs. GIANTS:

Cory Pinter of Logo Boss has come up with a **commemorative shirt** design for the game. The price will be \$30-45 depending on how many are ordered. Please let him know ASAP if you will be ordering a shirt.

Tickets for the A's vs. Giants game on July 8th have been distributed. 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.
