

REDEFINING
THE BEST
WAY TO DO
BUSINESS
IN THE
21ST CENTURY



1405 WARNER AVE., B
TUSTIN • CA • 92780
PHONE (714) 258-8340
FAX (714) 784-7806

JANUARY 15, 2014

With 20 reporting, EAOC members had \$216,012,000 in total sales for 2013



TO SUCCEED IN
BUSINESS IT'S NOT
WHAT
YOU KNOW BUT
WHO
YOU KNOW THAT
COUNTS MOST!

Congratulations to Gary and Heather Bennett. They got married the last Friday in December.

SCHEDULE

Jan 22nd Mini Talks

Jan 29th Bob Malin
Attorney At Law

Feb 5th Maribel Lopez
The Blooming Branch - Off Site

GREETERS

Steve Corona
California United Bank
Jeff Hardman
Creative Rug Design
Randy Wind
The Wind Group

Gary Bennett, Orange County Manager of Mercury Document Images gave the classification presentation last week. Mercury Document Images have been successfully managing documents systems of businesses since 1982. Their clients refer to them as associates because of the long term approach they take to every relationship, every opportunity and every challenge they encounter.

Gary graduated from Indiana University, loves guitars and basketball. One of his hobbies is researching mile high Maya hieroglyphics languages on the walls of caves.

The evolution of document technology for Mercury started with typewriter repair and now they sell and service Cannon, Xerox, Panasonic and Epson. Mercury services hardware, software and supplies. Gary passed around a sample of the new solid ink green solution from Xerox.

Gary's experience is in complete range of electronic management strategies and solutions (M-Files): record management, lifecycle management, electronic records compliance, information governance, information architecture and taxonomy and knowledge management.

Thought for the Week

“Develop the winning edge; small differences in your performance can lead to large differences in your results.”

-Brian Tracy

Thank you to our retiring Board members Terry Voll, Gary Gregg and Lyle Shelton. An organization such as EAOC cannot survive without volunteers serving on the Board, giving of their time and energy is so appreciated. A special thank you goes to out-going President, Tim Jones for his leadership the past six months.



New Board of Directors

| <u>Position</u> | <u>Name</u> | <u>Term</u> |
|-----------------|-----------------------|-------------|
| President | Frank Harris | 11/14 |
| VP, Leads | Kimberle Selby Pounds | 11/15 |
| Treas | Bob Malin | 5/14 |
| Director | Kenneth King | 11/15 |
| Director | Gail Roussell | 11/15 |
| Director | Steve Corona | 11/14 |
| Director | Patrick Hudson | 11/14 |
| Director | Tim Jones | 5/14 |
| Director | Nick Kirkland | 5/14 |
| Membership | Joe Lightman | |