

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



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With 24 reporting, EAOC members had \$446,907,864 in total sales for 2013

Kimberle Selby Pounds of Villa Park Interior Design gave the Classification Talk this week. Kimberle explained the definition of project management as the process and activity of planning, organizing, motivating and controlling resources, procedures and protocols to achieve specific goals. In construction there are a complex set of components that have to be completed and assembled in a set fashion to create a functioning project. Kimberle is the professional in the field of construction and Interior Design with the responsibility of planning, executing, and closing of the project also known as the “Master of the 4 Ring Circus”: Contact, Concept, Color Board and Close.

Contact is referrals. 98% percent of Kimberle’s business comes from someone who knows her, her work or has seen work that she has completed.

Concept is usually a wish list from her client. She takes great pride in LISTENING to the client whether it is building a new home, office or retail store, remodeling an existing space, repurposing a defined existing space or working within a dollar budget.

Color board, blueprints or space plans is putting down on paper the wish list of the client. She provides the client a visual sketch/plan with never before thought of concepts with clear concise instructions for the new space.

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

SCHEDULE

June 11th Cynthia Ixta
Personal Trainer
Board Meeting

June 18th Frank Harris of Legalshield

GREETERS

New Board Members:

**Jonathan Judge of
Atkinson, Andelosen, Loya, Rudd &
Romo
Mike Banhagel
Lawyers Title
Joe Lightman
Star Real Estate**

Closing means insuring proper function of all appliances, furniture and materials. She educates the client on proper use and maintenance and cleaning procedures. She is responsible for completion of the work and payment of the trades. She is a stickler for project space and surroundings areas policed for safety, orderly use and cleanliness.

Project managers are responsible for:
Developing the project plans
Managing communication and scheduling (trades in correct order, budgets, conflicts, deliveries and installations).

Before and after pictures on next page.



Some thoughts on Health

A good laugh and a long sleep are the best cures in the doctor's book.
An imaginary ailment is worse than a disease.

The Key to Longevity – Keep breathing.
Fitness: If it came in a bottle, everybody would have a good body.
To avoid sickness, eat less. To prolong life, worry less.

Convincing yourself that a bad idea is a good one is a bad idea

Sign Seen in Dentist's Office
Be true to your teeth or your teeth will be false to you.

The trouble with being punctual is that nobody's there to appreciate it.

There is a four-word formula for success that applies equally well to organizations or individuals: *Make Yourself More Useful*

MEMBERSHIP

The following firms has been proposed for membership in the Executives' Association of Orange County. Any member who wishes to cast a negative vote please call the Executive Director.

FIRST PRINTING

Cox Cable Company
29947 Avenida De Las Banderas
Rancho Santa Margarita, CA
Class. Cable
Rep. Miguel Becerra
Proposed by Steve Corona

Leigh Wicksen Home Organization
474 E. 17th St.
Costa Mesa, Ca 92627
Class. Home Organization
Rep. Leigh Wicksen, Owner
Proposed by Mike Banhagel

Target Classifications

Moving & Storage	Hearing Aids
Awnings & Canvas	Veterinary Clinic
Window Cleaning	Janitorial Service
Optometrist	Locksmith

Thought for the Week

“Wealth, like happiness, is never attained when sought after directly. It comes as a by-product of providing a useful service.”

-Henry Ford

