

2008

**January**

	1	2	3	4	5
6	7	8	9	10	11
12	13	14	15	16	17
18	19	20	21	22	23
24	25	26	27	28	29
30	31				

**February**

		1	2		
3	4	5	6	7	8
9	10	11	12	13	14
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27	28	29			

**march**

30	31		1		
2	3	4	5	6	7
8	9	10	11	12	13
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**april**

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**may**

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**june**

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31					

**july**

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**august**

31				1	2
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**september**

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**october**

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**november**

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**december**

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2009

**January**

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**February**

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**march**

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**april**

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**may**

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23	24	25	26	27	28
29	30	31			

# The TIPS Group

## NETWORKING

# Tops In Our Professions

**tuesdays ~ denny's roseville ~ I-80 & Douglas ~ 8:00-9:00 am**

Page 1  
About T.I.P.S

Page 2  
Members & What They Do

Page 3  
Membership Application

### What is TIPS?

TIPS is an organization of professional men and women interested in helping each other establish new and growing business leads in order to further their businesses and/or careers.

The group always has an interest in having honest, ethical professionals who take pride in their work and to whom we can refer our clients and business associates with confidence, as part of TIPS.

So long as your business and/or profession is not already represented in the group, you are invited to meet us.

### How does the TIPS group work?

Each member is required to provide at least one weekly lead or referral. The group recognizes three types of referred leads...

#### Direct Leads

A referral resulting from a personal contact where a need is identified and the prospect is given the name of the TIPS member who will be making the contact. The name and phone number of a specific prospect, as well as a brief description of the need, is then passed on to the TIPS member on a lead form.

#### Indirect Leads

A referral where a specific need is identified, but the prospect is not told he/she will be contacted by a TIPS member.

#### General Leads

Any growth, development or activity that may require the services of any business or profession represented in the group.

### Schedule

Due to the schedules of the group's members, meetings begin on time and last no more than one hour.

- Day: Tuesday
- Frequency: Weekly
- Time: 8am - 9am
- Agenda: Call to order
- Member Introduction
- Introduction of prospective members
- Announcements
- Leads
- 10-15 minute presentation
- Adjourn

### For More Information, contact...

Ken Horner at  
(916) 721-1181

[ken@kenhornerflooring.net](mailto:ken@kenhornerflooring.net)

### A Few Good Professionals...

Want to join a dynamic weekly networking group... without the stress? No tough & mandatory rules to live by... just a small group of dedicated professionals with whom to share leads and information.

Contact Ken Horner at 721-1181 to schedule your visit and a free breakfast with us. Share our friendly faces on your next open Tuesday morning.

Some of our current open business categories include...

- Appliance (Sales/Repair)
- Auto (Sales/Repair/Service/Rental)
- Catering
- Chiropractic
- Cleaning (Dry/Carpet/Upholstery)
- Clothing Sales
- Computer (Sales/Service/Repair)
- Contractors (General, Electric, Masonry, Painting, Plumbing, Roofing)
- Dentist
- Equipment Rental
- Florist
- Furniture
- Glass (Service/Repair/Replace)
- Handyman
- Health & Fitness
- Landscape (Maintenance/Design)
- Office (Equipment, Support)
- Optometrist
- Pest Control
- Photographer
- Security Systems
- Veterinarian

### TIPS Statement of Purpose

- To establish the highest ethical standards and levels of professionalism throughout the organization.
- To expand the client base of each participating member through an established referral network.
- To enhance the prospecting skills of each member.
- To establish friendship, unity and trust among its members, and to omit political structure and implications.

### Dues

Membership dues are \$25.00 per quarter.

### Categories and Members (See Next Page for Contact Information)

BANKING ..... Vicki Makishima  
 CABINETS & FURNITURE ..... Duane Magill  
 COOKING TOOLS ..... Clarissa French  
 CPA ..... Clay Spears  
 FLOORING ..... Ken Horner  
 INSURANCE ..... Ron Best, Bob Elder  
 JEWELRY ..... Narda Weber  
 LIMOUSINE & TRAVEL ..... Don & Carmen Holloway  
 MERCHANT SERVICES ..... Chris Perrine

PRE-PAID LEGAL SERVICES ..... Tony Lamm  
 PRINTING, SIGNS, ADVERTISING ..... Keith Weber  
 REAL ESTATE ..... Cindy Grush  
 RESIDENTIAL FINANCING ..... Jerry Siebum  
 SKIN & BODY CARE ..... Karen Schriefer  
 TITLE & ESCROW SERVICES ..... Bryan Shank  
 TOYS, Educational ..... Carol Ann Young  
 UPHOLSTERY ..... James Day  
 VIDEOPHONE COMMUNICATION ..... Ken Santoro

# TIPS Members Contact Information

**Ronald Best** (916) 625-9071

**Best Insurance And Financial Services**

Insurance & Investments

[rbest@farmersinsurance.com](mailto:rbest@farmersinsurance.com)

**Bob Elder** (916) 801-2191

Specializing in Health Insurance

[relder@mindspring.com](mailto:relder@mindspring.com)

**James Day** (916) 673-8347

**Quality Commercial Upholstery**

Specialize in Restaurants, Medical, Dental,

Office & Residential Upholstery

[hotusdy@netscape.net](mailto:hotusdy@netscape.net)

**Clarissa French** (916) 716-3146

**The Pampered Chef Consultant**

Cooking/Office/Vendor Shows, Fundraisers, Gifts,

Wedding Registry Specialist, & New Consultant Trainer

[pamperissa@yahoo.com](mailto:pamperissa@yahoo.com)

Website: [pamperedchef.biz/pamperissa](http://pamperedchef.biz/pamperissa)

**Cindy Grush, ABR** (916) 730-3496

**Buyers Choice Realty**

Real Estate, Working with Buyers and Sellers

[Cindy@CindyGrush.com](mailto:Cindy@CindyGrush.com)

[www.Buyers-Choice-Realty.com](http://www.Buyers-Choice-Realty.com)

**Don & Carmen Holloway** (916) 332-1045

**Black Tie Sedan & Limousine,  
and Travel Online**

Limousine Service, Travel and more

[Dholloway1953@aol.com](mailto:Dholloway1953@aol.com)

[www.blacktietravelonline.com](http://www.blacktietravelonline.com)

**Ken Horner** (916) 721-1181

**Horner Flooring & Window Coverings**

Shutters, Blinds, Carpets, Vinyl, Laminates & Hardwood

[ken@hornerflooring.net](mailto:ken@hornerflooring.net)

[www.hornerflooring.net](http://www.hornerflooring.net)

**Tony Lamm** (916) 995-2697

**Pre-Paid Legal Services, Inc.**

**Independent Associate**

Identity Theft Restoration, Legal/Business Solutions

[Tlamm@prepaidlegal.com](mailto:Tlamm@prepaidlegal.com)

[www.tonylamm.com](http://www.tonylamm.com)

**Duane Magill** (916) 966-1853

**Comfort Engineering**

Custom Cabinet and Furniture Maker

**Vicki Makishima** (916) 787-5220

**Bank of the West**

Financial Service Officer

[vicki.makishima@bankofthewest.com](mailto:vicki.makishima@bankofthewest.com)

[www.BankOfTheWest.com](http://www.BankOfTheWest.com)

**Chris Perrine** (916) 966-5364

**Diversified Merchant Holdings**

Payment Processing Consulting

[chris@go-dmh.com](mailto:chris@go-dmh.com)

[www.go-dmh.com](http://www.go-dmh.com)

**Ken Santoro** (530) 558-5181

**ACN Telecommunications**

VideoPhone Communications

[Ken.Santoro@sbcglobal.net](mailto:Ken.Santoro@sbcglobal.net)

[www.santoro.acnrep.com](http://www.santoro.acnrep.com)

**Karen Schriefer** (916) 933-1767

**Arbonne International**

Skin, Body Care & Nutritionals

[KarenSchriefer@myarbonne.com](mailto:KarenSchriefer@myarbonne.com)

[www.goodhealth.myarbonne.com](http://www.goodhealth.myarbonne.com)

**Bryan Shank** (916) 730-5505

**Fidelity National Title**

Escrow Service & Title Insurance

[bshank@fnf.com](mailto:bshank@fnf.com)

[www.norcalrealestate.com](http://www.norcalrealestate.com)

**Jerry Siebum** (916) 725-9902

**RPM Mortgage, Inc.**

Residential Financing, Purchase & Refinance

[gsiebum@rpm-mortgage.com](mailto:gsiebum@rpm-mortgage.com)

[www.rpm-mortgage.com/fairoaks](http://www.rpm-mortgage.com/fairoaks)

**Clay Spears** (916) 786-7997, x203

**Nicholson & Olson**

CPA Firm

[clay@nicholsonolson.com](mailto:clay@nicholsonolson.com)

**Keith Weber** (916) 764-6054

**USA Print Shops & Graphic Centers**

Media, Printing, Vinyl Graphics & Signs,

Ad Specialties, Promotion & Fundraisers

[keith@usaprintshops.com](mailto:keith@usaprintshops.com)

[www.usaprintshops.com](http://www.usaprintshops.com)

**Narda Weber** (916) 709-6054

**Cookie Lee Jewelry**

**Independent Consultant**

Fine Fashion Jewelry - Home/Office Shows, Sales, Vendor

[nardas\\_jewelry@yahoo.com](mailto:nardas_jewelry@yahoo.com)

[www.cookielee.biz/nardaweber](http://www.cookielee.biz/nardaweber)

**Carol Ann Young** (916) 362-2180

**Discovery Toys**

Educational Toys/Books/Music

[cadiscoverytoys@hotmail.com](mailto:cadiscoverytoys@hotmail.com)

[www.discoverytoyslink.com/carolannyoung](http://www.discoverytoyslink.com/carolannyoung)

# TIPS MEMBERSHIP APPLICATION

Date \_\_\_\_\_  
Name \_\_\_\_\_  
Company \_\_\_\_\_ Title \_\_\_\_\_  
Company Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_  
Business Phone \_\_\_\_\_ FAX \_\_\_\_\_  
Type of Business \_\_\_\_\_  
How long with company? \_\_\_\_\_  
Home Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_  
Home Phone \_\_\_\_\_ Cell Phone \_\_\_\_\_  
Birthday: Month \_\_\_\_\_ Year \_\_\_\_\_ Email \_\_\_\_\_  
Spouse's Name \_\_\_\_\_  
Special Interests \_\_\_\_\_

Introduced to TIPS by \_\_\_\_\_

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Introduction of  
prospective members  
Announcements  
Leads  
10-15 minute  
presentation  
Adjourn

## 4 STEPS TO MEMBERSHIP

- 1st Week - Visit TIPS**  
(Is TIPS a fit for everyone?)
- 2nd Week - Submit Application**  
(Bring to TIPS Meeting)
- 3rd Week - Miss THIS Meeting**  
(Group will vote on your membership & notify you)
- 4th Week - Attend, Pay Dues**

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## For More Information, contact...

Ken Horner at  
(916) 721-1181  
kenhorner@rcip.com