

# EOTHRIVE

TRANSFORMING THE LIVES OF THE ENTREPRENEURS WHO TRANSFORM THE WORLD





### fueling the entrepreneurial engine

# A note from the president of Entrepreneurs' Organization Reno/Tahoe

We are thrilled at the opportunity to spotlight The Reno-Tahoe Chapter of the Entrepreneurs' Organization (EORT) and its member companies.

We have a representative membership that spans multiple industries including Accounting, Advertising/ Publication, Computer/Services, Construction Services, Employment, Environmental, Financial Services, Health/ Medical Services, Import/ Export/ Trade, Industrial Services, Insurance Services, Investment Services, Legal Services, Manufacturing, Media Services, Oil/ Gas, Promotions/ Events, Real Estate, Restaurant, Retail, Security & Investigation Services.

#### Here is what EO is all about.

The Entrepreneurs' Organization (EO) is a global business network of 8,000-plus business owners in 121 chapters and 40 countries. Founded in 1987 by a group of young entrepreneurs, EO enables small and large business owners to learn from each other, leading to greater business success and an enriched personal life. Our vision is to build the world's most influential entrepreneur community by supporting entrepreneurial education and engaging entrepreneurs to learn and grow.

This year, EO is celebrating its 25th Anniversary with events around the world, which will highlight the growth of our entrepreneur network and its role in the lives of members everywhere. As a global business owner network and association, we help transform the lives of the entrepreneurs who transform the world. We educate, we transform, we inspire and we offer invaluable resources in the form of events, leadership-development programs, an online entrepreneur forum, and business owner education opportunities, among other resources designed for business growth.

### Here is how EO benefits the community.

EORT currently has 32 member companies that last year had a combined \$196 million in sales and employed 1,363 people in our community. We are involved with nearly a dozen local paid and in-kind sponsor companies and organizations. Last year we entered our first philanthropic partnership with the Northern Nevada Food Bank. Every month the chapter holds a learning or social event to benefit its members with behind-the-scenes access, once-in-alifetime opportunities and grass roots campaigns to educate and engage our membership as well as patronize other local business and establishments as host sites

### Here is the history of EO in northern Nevada.

EO Reno/Tahoe was launched in 2002 after a conversation between two entrepreneurs who were exposed to the "Young Entrepreneurs Organization" or YEO in Silicon Valley and thought it would be a good idea to have a Reno chapter. Ken Hawk had recently taken his Batteries Plus business public and became iGo. Robb Smith was a graduate of UNR

who along with funding partner Stuart Feigin (founding engineer of Oracle) had the first Nevada venture capital firm. Over the course of the next six months, the two hosted several learning events and recruited local business people who were under 40 years old. Later the chapter was renamed "Entrepreneurs Organization" and the 40-year-old age limit raised. EO remains the premium organization for entrepreneurs to help each other with the joys and stresses of entrepreneurship.

#### Here is how you can join EO.

Are you ready to take the next step in your entrepreneurial adventure? You've come to the right place. As the global thought leader on entrepreneurship, the Entrepreneurs' Organization (EO) supports 8,000-plus leading entrepreneurs around the world, everywhere from San Francisco to Shanghai.

If you want to participate in EO's 25-year tradition of entrepreneurial excellence, and you've fulfilled the entry requirements, it's time to look at the application process:

- 1. Application review: You must first apply to their local chapter, where local leadership will ensure you meet the EO membership criteria.
- 2. Chapter communication: Upon submitting your application, your local chapter will schedule an interview with you to decide on the status of your potential membership.
- **3. EO access:** If you are accepted by the local chapter, you will gain access to Forum, chapter and Global events, as well as a wide variety of other exclusive benefits.

To learn more about becoming a member, please contact Rick Graver at 287-5381.

#### **Steve Conine**

President, Reno-Tahoe Chapter of the Entrepreneurs' Organization

### **CEI Alarm**

Dave Sinclair, founder and CEO of CEI Alarm in Sparks, is driven by the Need to Succeed.

"Entrepreneurship is my passion. I love starting and growing businesses".

The success of CEI is a tribute to that passion. Sinclair celebrated CEI's 20th Anniversary on April 1, while also launching his newest venture, Watchdog DIY Alarm (Watchdog DIYAlarm.com).

Dave is a doer, reading over 20 business books a year, and enrolling in Massachusetts Institute of Technology's Entrepreneurial Masters Program.

MIT's 3-year program teaches entrepreneurs the strategies needed to turn successful companies into giant companies. It's a perfect fit for Sinclair, who dreams big and makes things happen.

As the Chapter Learning Chair and Regional Forum Director for the Entrepreneurs' Organization, he enlists speakers, arranges monthly learning events and coordinates all Western Chapter Forum Chairs.

In June, Sinclair will shift from his EO leadership position to regular membership, allowing time for his next role as President of The Rotary Club of Sparks.

"EO is my Learning Group; Rotary is my Give-back Group", he said, revealing another side of his entrepreneurial spirit.

His advice to startup entrepreneurs: Learn, Read and Reach Out to mentors.

"I'm very inquisitive", Sinclair notes, "When I started in business, I went down to the IRS office for brochures on every topic pertaining to my enterprise".

He's also completed a "Next Level" class at the Nevada Small Business Development Center, and has joined many professional peer groups over the years. Dave believes that EO's approach to supporting business owners trumps



"Successful Entrepreneurs Look at the World From a Different Perspective"

all others, saying "I've learned more in the last four years of EO than in the previous 16 years of business".

What contributes to his highly-placed value on the Entrepreneurs' Organization is its peer support network of close to 8,000 business owners in 42 countries. Each member runs a company with at least \$1 million in annual sales. The Reno-Tahoe Chapter currently has 33 members.

"Learning from peers makes you think bigger. I have a goal of a \$100 million company. I surrounded myself with people already achieving that, and quickly came to the realization that it's possible for me, too."

Like most entrepreneurs, Sinclair's path has been long and challenging.

Determined to do whatever it took to successfully start his business, Dave worked three jobs while launching Construction Electronics Inc. from his garage.

As a subcontractor, CEI installed alarm systems that the large companies sold.

Paid by the project, he quickly realized that the faster he installed systems, the more money he made. Sinclair hustled, hired and grew from Sparks to Las Vegas and Tucson, Arizona.

"Because I had found my niche, I was the

first subcontracting company in Nevada to hit \$1 million in sales. In our first seven years, we doubled our gross sales every year".

But then Dave discovered the shortfall of too narrow a focus.

He found his revenue stream dissipated by cuts from the national company. Forced to close his Las Vegas and Tucson operations, he went from 33 employees to five.

Like any successful entrepreneur, Sinclair realized that adjustment was critical to prosperity.

He identified new construction as his opportunity, making CEI Alarm an easy and cost effective solution for low voltage wiring systems.

When home builders began streamlining expenses, CEI focused on diversification outside of the building industry. Once again, the challenge of changing conditions brought opportunity for profit.

Now Dave is focusing on the growing DIY sector with Watchdog DIY Alarm.

He offers customized security systems with the click of a mouse, supported by an easy to follow installation video.

In making the entrepreneurial journey, the world has become Dave Sinclair's oyster.

# **Clark & Associates**

Valerie Clark started work 20 years ago for a company that provides health benefits for employers in northern Nevada.

Today, she owns Clark & Associates
Insurance Solutions, a company that has
methodically expanded its scope to provide a
complete spectrum of insurance coverage for
businesses and individuals. The company also
provides human-resources outsourcing and
consulting services.

And along the way, Clark herself also has grown.

Clark & Associates Insurance Solutions took a big step in its development as a full-service firm this year when it launched Altus Insurance Group, a division that provides property and casualty insurance.

Ryan Krauser and Dave Kulikowski staff the newly created company.

Launch of the property and casualty affiliate comes a year and a half after the creation of Solutions At Work, an affiliate of Clark & Associates that provides human-resources services to employers.

Both Altus and Solutions At Work complement the initial offerings of Clark & Associates, which has been providing health benefits to northern Nevada for nearly two decades.

"Now we have the ability to write any type of insurance that anyone would need," says Clark

The company's growth and diversification as come as Clark has grown as a businessperson.

She was working as a nurse — a burned-out nurse — in the Bay Area when she was offered the chance to join a newly created health insurance firm in Reno in 1993.

Weary of life in the Bay area, Clark leaped



at the opportunity even though she would be called upon to spend much of her time in a sales role. She never had worked in sales, and sales didn't come naturally to her. Still, Clark persevered and built a reputation as knowledgeable, insightful partner to companies that wanted to provide good but affordable health benefits to their workers.

Clark's background in nursing (she is a graduate of the nursing program at Loma Linda University in Southern California) provided her with invaluable information that she used to help her clients gain confidence in the complex world of health benefits.

Clark's growth — and the growth of her firm — was helped, too, by wide and deep community involvement.

A longtime board member of The Chamber in Reno, she served a year as president of the group. During that already busy year, Clark established the now-annual Healthcare Forum that has drawn hundreds of business owners and managers who have heard from top names in the healthcare and insurance industries.

She has served, too, as a consultant to organizations such as the Nevada Manufacturers Association, the medical societies of Washoe and Clark counties, the Associated General Contractors and the Carson City Chamber of Commerce.

A strong commitment to community service is important to Clark. She grew up in a small town, and she knows that tight-knit communities such as northern Nevada demand high standards of integrity and service from their business leaders.

In 2007, Clark purchased Clark & Associates and became its president. That brought a new set of challenges.

The deep recession set in just months after Clark purchased the companies. Undaunted, she set out on a five-year plan that has won recognition in the industry nationally. That plan today has come to reality with the development of a full-spectrum company.

She has found support in her new role through membership in the Reno-Tahoe chapter of Entrepreneurs Organization. The 33-member local chapter is part of an international group of more than 8,000 business owners who join together in 121 chapters in 40 countries.

While Clark is very active in community organizations, she says EO brings special value to her.

"It provides a camaraderie that I don't find in a lot of places," she says. "I feel it is a great environment for like-minded individuals."

### fueling the entrepreneurial engine

# Mutual of Omaha Bank



Kevin Sullivan, Mutual of Omaha Bank

Kevin Sullivan is excited about his new position as Reno Market President for Mutual of Omaha Bank. A veteran banker in the Truckee Meadows most recently with Nevada State Bank, he is looking forward to growing Mutual of Omaha Bank's presence in northern Nevada. "I've been with Mutual of Omaha Bank a whopping two weeks," laughs Sullivan, "so I'm the new kid on the block." Mutual of Omaha has been in the banking business since 2007 with a presence in northern Nevada when they acquired the First National Bank operations in 2008. "Mutual of Omaha Bank has grown into a ten-state operation with nearly six billion dollars in assets," said Sullivan. "It's a growing operation with a sound capital position. We are a totally separate entity under the umbrella of Mutual of Omaha Insurance."

Sullivan is a native Nevadan. He is a graduate of Bishop Manogue High and has a degree in Business Management from UNR ('85). He attended UNR with Governor Sandoval, and the two are still friends. Sullivan has deep roots in the community. He sits on the board of the Children's Cabinet. He is also on the board of the RSCVA and serves as chair of their Finance

Committee. In addition, he is a member of the board of the Nevada State Development Corporation, which works with the SBA and banks to provide funding for small businesses. He has three daughters ages 20, 17, and 14, and has been involved in coaching them in sports. The Sullivan family enjoys the outdoor activities available in the region; hiking, camping, golf, and skiing. "I don't get too much time to play golf, and I go skiing maybe a couple of times a season. My wife really likes water skiing, so I go along with her and drive the boat," laughs Sullivan.

Sullivan is looking forward to expanding the bank's operations in the area, focusing on the major population centers. "We have three branches now, two in Reno and one in Carson City. We want to expand strategically, but it's difficult in the smaller communities. Our next branch will probably be in Sparks." He is focused on expanding the business banking operations, and is proud of the personalized service the bank's 24 northern Nevada employees provide. "I watch our branch operations here, and the tellers know our customers by name and give them personal

attention," says Sullivan. On the business side, he says, "We can give business loans of any size up to 15 or 20 million dollars. We also do construction and equipment loans. However, we don't do any speculative lending."

The name recognition and reputation of Mutual of Omaha are helpful in his efforts, according to Sullivan. Although Sullivan is focusing on the growth of the business banking side, he is also very much aware of the consumer side of the operation. "I want to use the company's resources and reputation to grow both business lending and deposits and consumer lending and deposits. We have a residential mortgage group and wealth management advisors on the consumer side."

Although it is part of the giant Mutual of Omaha organization, the bank fits in very well with the northern Nevada lifestyle, and Sullivan likes that. "We have the best of both words," he said. "We have a community bank feel, but we also have the capital and technology of a large, national bank." Add to that the enthusiasm and energy that Sullivan brings to the job, and there is little doubt that Mutual of Omaha Bank will be a force in northern Nevada banking.

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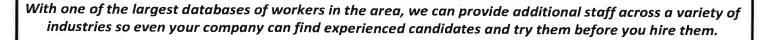
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# **Accustaff**

Small business ownership and working in the corporate world of distribution facilities and logistics seem polar opposites: A world of risk verses a world of control.

For Steve Conine opportunity brought the two fields together.

Conine, the incoming president of the Entrepreneur's Organization, owns AccuStaff and Talent Framework Medical Staffing in Reno. He moved to Reno from Wyoming in 1994 for a job in operations management at Bender Corp., later moving to Amazon, then to iGo.

"I never thought of owning a business. I was definitely a corporate ladder-climber," he said.

In 2002, AccuStaff owner Marsha Flowers called. After 25 years in business she and her husband Bob wanted to retire and sell AccuStaff -Reno. Was he interested?

"I took a leap of faith," he said.

The Flowers financed the purchase, and Bob Flowers retired.

"Marsha agreed to stay at AccuStaff for six months as a consultant to train me," Conine



said. She ended up staying for another five years.

AccuStaff-Reno is an independently-owned franchised office of Randstad, an international human resources and staffing business.

AccuStaff's contract excludes medical staffing, so Conine started Talent Framework Medical Staffing to fill that gap. The two companies place full and part time temporary workers as well as contract staff and per-diem professionals. They also do executive recruitment and payroll services.

In 2002, AccuStaff had \$2 million in sales. By

2007, sales rose to \$14 million.

"Then the bottom fell out. But we're rebounding. We're on target to do \$5 million this year," Conine said.

Owning his own business was a steep learning curve for Conine.

"It's a vastly different game. Being an entrepreneur is 24 hours a day, seven days a week. When you're not doing it, you're thinking about it," he said. You're it. There is no guidebook." But there is help through groups such as EO.

Through EO Conine is establishing a lifework-family balance. At age 41, he's actively working not to be the day-to-day operations person

"I've learned to be better at hiring recruiters. I need a second me, one for each side of the business. There's only so much an individual can do," he said.

AccuStaff and Talent Framework employ six placement/recruiters who place about 250 workers a week. .

His toughest lesson: letting go.

"You think no one can do it as fast and as well as I can. But if you're determined to let your employees succeed, eventually you get there and can continue to grow," he said.

# Action Coaching

Peter Williamson's journey, from a tiny town in Maine to ActionCOACH master franchisor in Reno includes forays into the oil fields of the Middle East, stints at high tech firms in Silicon Valley, as well as degrees from Princeton and Stanford Universities.

As ActionCOACH's "master licensee" for northern Nevada and most of California, he leads a team of business coaches that deliver focused programs tailored to each client's needs.

"Most business owners know their product or service. But, they often struggle with time management, marketing, sales, finance and/or how to hire and develop as a leader," Williamson said. "And, once they're in their business, they get stuck. They own a job, not a business - and they have no time to do anything else."

ActionCOACH helps business owners break out of that box.

"That's what we do. At ActionCOACH, we have a structured approach to work with



business owners to improve their businesses," he said. "It's a system with over 400 ways to work on every element of growing a business," he explained. "We want to make sure the owner achieves their financial goals and really builds a strong organization," he said. "We're very time and bottom-line focused. Ultimately, we want to help them build a commercial, profitable business that works without them."

Williamson is a sponsor of the local chapter of the Entrepreneur's Organization. The EO is

a peer support network of about 8,000 business owners in 42 countries. Each member runs a company with at least \$1 million in sales. The Reno-Tahoe chapter has 33 members. "EO members are energetic, driven and results-oriented people who are leaders and risk takers," Williamson said. A real differentiator, he says: "They bet on themselves; they invest in themselves. They're a great group of people and lots of fun to work with."

# Bosma Group

Mike Bosma's route to entrepreneurship started in corporate accounting with one of the world's largest accounting firms. Though he was very successful there, he was unsettled.

"I started asking questions (of myself). From a business model perspective, my prior company was moving towards serving only big clients. I wanted to capitalize on the need for small and medium sized businesses that wanted sophisticated accounting and tax services," he said.

His business coach, Shandel Slaten, helped him clarify this vision. That led to the founding of the Bosma Group in 2007. Recognizing that it would take a stable of technical experts, Bosma acquired/merged with 3 firms in 2007 to grow to 12 employees, many of whom are recognized experts in their chosen fields (international tax, cost segregation, state income & sales tax, property tax, etc.)

Financial success and accolades followed.

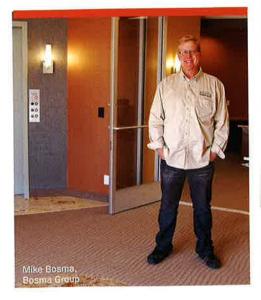
(RGJ Entrepreneur of the Year, 2010)

Yet Bosma believed that the small business owner needed more. He envisioned one building with accountants, lawyers, financial advisors, human resources, IT, business coaching and sales and marketing. "Constantly I was finding myself referring clients out to the same advisors, who were spread throughout Reno. It seemed very inefficient and I knew there had to be a way to make doing business easier for the client," he said.

The result: the Bosma Business Center at 401 Ryland St.

The Center offers business owners the highest quality advisors in one location. Everything that an entrepreneur needs is housed in the 27,000 square foot office building. Since its inception, advisors have been collaborating together on individual client needs and the results have been increased growth and a better client experience.

"I want to have the best of the breed in whatever they do," work here, he said. Bosma believes that collaboration creates synergy, which is the model that the Bosma Business Center was built around.



The Entrepreneur's Organization is his peer group. "I was a founding sponsor of the Reno chapter of EO," he said. Sponsors attend social and educational events and support EO members.

"I have a business coach, a mentor, and a peer forum. Successful people seem to need all three," he said

# Leaders of Innovation

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# **Creative Coverings**

### Creative Coverings Forges Ahead with EO Help

By Roger Diez

Christian Nobis, along with partner Robin Brocklesby, owns and operates Creative Coverings in Sparks, Nevada.

Founded in 1996, the company provides linens for special events, and has experienced steady growth. Nobis is a third-generation entrepreneur, although his father and grandfather were in different businesses. His father was a member of the Young Presidents Organization, and Nobis saw the benefits of such a group.

"I wanted Creative Coverings to get to a million dollars so I could join the Entrepreneurs' Organization," he said. He has been an EO member since 2007, and has been on the board of the Reno Tahoe chapter for three years.

Asked how EO has helped him to succeed, Nobis was quick to point out the advantages. "EO has given me tools to improve my leadership and organizational skills, and the confidence to grow the business," he said. "They also provide confidential access to other business owners. That's really important, because I can have the trust to expose my company's underbelly to unbiased input." He went on to say that EO members will be frank with him. "They will tell me what I need to know, not what I want to hear," he said.

Nobis also said that EO helped him through the lean times of 2008-2009 and gave him the confidence to expand the business. Creative Coverings now has operations in Las Vegas and Seattle as well as the company headquarters in Sparks, and can provide linens for events nationwide.

"The support and experience of my forum mates gave me the confidence to make those



moves," he said, "They are my board of confidential advisors."

Looking ahead, Nobis expects the company to continue to grow and prosper. "Four years ago I was not having fun. EO has helped me make the business fun again, and I expect to be doing this for the foreseeable future."



# **Medtech Services**

Rick Graver of Medtech Services in Reno went into business with all the ambition and naïveté of a 20-something college grad with a business degree in business administration from the University of Nevada Reno.

He knew he wanted to run his own business, but he didn't know what kind. When he met Mike Naus, an expert in wheelchair repair, a plan emerged. In 1988 the duo formed Medtech Services with the goal of helping the disabled in northern Nevada with their mobility needs. (Naus died in 2001 and Graver became sole owner of Medtech.)

Graver knew nothing about wheelchairs or the needs of the disabled when the firm was launched.

"I was administration, sales and funding. We started with just repair. Then we moved into wheelchair sales, then ramps," Graver said. Their first store was a 500-square-foot converted barbershop.

Graver knew the retired barber who owned the shop, who introduced them to a banker, who loaned them money based on personal credit histories.

"The first six years I worked two jobs. I couldn't afford to pay myself," Graver said.

Graver educated himself about the industry, the terminology and the products.

"My philosophy: We do the best we can for the patient. We have excellent customer service. It's what keeps us focused and it's what drives our sales. We want them to come back," he said.

It's worked. After three years Medtech Services moved to a larger store in Sparks. The founders hired staff, expanded the types of equipment they sold and added services.

Yet success produced challenges.

"I tried a lot of trial and error. I did it the hard way. It probably took me 10 years before I recognized that I needed more business guidance," Grayer said.

He joined groups with professional facilitators to mentor business managers and owners.

"I joined because I knew I needed some perspective or I'd go crazy," he said.

Six years ago Medtech moved to 10,000 square



feet at 555 Gentry Way.

"I can remember hitting the \$1 million in sales with only three to four people (on staff). Doubling our sales took lots more people. I'm making less per employee, but it's better for me now with more people. They run it and I focus on growth and the future," he said.

He gets important support through his membership in Entrepreneurs Organization, a group of business owners.

"At EO – it's the Gestalt thinking of sharing experiences they've had, without telling me what to do," he said.

Customer service guides what he does. He cares about his patients. The philosophy works: One of his very first patients from 1988 is still a customer today.

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# **Creative Concepts** Media + Marketing

In 1991, Laura Partridge founded her marketing agency, Creative Concepts Media + Marketing, offering strategic media planning and buying services. Today, the agency has offices in Reno, NV and Truckee, CA. Clients span a variety of industries from tourism and hospitality to healthcare and beyond.

Partridge has been a member of EO for four years. She was most recently the Forum Director of the Reno Tahoe chapter and is currently the incoming Communications Director. She credits EO with strengthening her leadership skills and guiding her business planning. Additionally, Partridge has experienced tremendous personal growth from the EO peer-to-peer experience sharing exercise. Since joining EO, her employee count has grown by 40% and her agency has opened a second location.

Creative Concepts' mission is to exponentially increase clients' advertising exposure and campaign results through creative, proven media strategies. With deep industry ties, cutting-edge planning and tracking software, and subscriptions to the latest industry research, the agency offers unique and integrated advertising plans that maximize reach and frequency while engaging target audiences. In a nutshell, they will make your advertising budget go further. Creative Concepts plans advertising campaigns across television, radio, print, outdoor, online, mobile, search, and social media. They believe in effective advertising at a reasonable cost and service beyond the sale.

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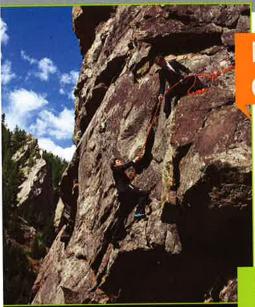
# ARE YOU READY TO TAKE THE NEXT STEP IN YOUR ENTREPRENEURIAL ADVENTURE?



Reno/ Tahoe

You've come to the right place.

As the global thought leader on entrepreneurship, the Entrepreneurs' Organization (EO) supports 8,000+ leading entrepreneurs around the world, everywhere from San Francisco to Shanghai.



# MAKE CONNECTIONS

#### CHAPTER EVENTS

### Local insights and connections

When you join EO, you join a chapter as well as the Global organization. As part of this local community of entrepreneurs, members participate in regular chapter learning and social events. At these functions, you will have the opportunity to connect with local EO members while benefiting from the knowledge of guest speakers.

### MEMBER EXCHANGE

### The experience of 20,000 peers at your fingertips

Member Exchange is a powerful peer-topeer resource database that offers you the collective experience of more than 20,000 members of EO, the Young Presidents' Organization (YPO), the World Presidents' Organization (WPO) and the Chief Executives' Organization (CEO). When you want answers to your most pressing business and personal issues, Member Exchange connects you with other business leaders.

# FIND SOLUTIONS

# EXPAND YOUR NETWORK

#### **GLOBAL EVENTS**

#### Once-in-a-lifetime experiences and networking

EO Global events offer you unprecedented access to top venues, speakers and activities in the most fascinating locations in the world. Universities are high energy, multi-faceted events that connect you with hundreds of your fellow members, while Regional Conferences are designed for those who prefer a more intimate setting of approximately 100 peers. EO Global events are open to every member from around the world.

# ORGANIZATION (EO) IS A GLOBAL COMMUNITY OF BUSINESS OWNERS, ALL OF WHOM RUN COMPANIES THAT EXCEED US \$1 MILLION IN ANNUAL REVENUE. FOUNDED 25 YEARS AGO BY YOUNG. ENERGETIC ENTREPRENEURS. EO IS NOW MORE THAN 8,500 MEMBERS STRONG WITH 120 CHAPTERS IN 40 COUNTRIES



### **BECOME A LEADER**

#### Enjoy the perks

If you want to participate in EO's 25-year tradition of entrepreneurial excellence, and you've fulfilled the entry requirements, it's time to look at the application process:

- **1. Application Review:** You must first apply to their local chapter, where local leadership will ensure you meet the EO membership criteria. Please contact our Membership Chairman, Rick Graver by emailing him at rgraver@medtechmail. com or by calling Rick at 826-2022 x 102.
- **2. Chapter Communication:** Upon submitting your application, your local chapter will schedule an interview with you to decide on the status of your potential membership.
- 3. EO Access: If you are accepted by the local chapter, you will gain access to Forum, chapter and Global events, as well as a wide variety of

### JOIN TODAY!

other exclusive benefits.

**4. Orientation and Training:** Within your first three months, you will receive an EO orientation, which will include a welcome package and introductory calls from Global staff. You will also go through Forum training and be placed in a Forum.

For more information about this process, or if you'd like to contact an EO Global staff member, please fill out an interest form at www.eonetwork.org/forms/Pages/MembershipInquiry.aspx. Thanks, and good luck!

### Are you ready to start your EO journey?

Take the next step in your entrepreneurial adventure — launch the membership application process at

www.members.eonetwork.org/directory/public/EOApplication\_p.aspx?iframe.
To find an EO chapter near you, www.eonetwork.org/abouteo/chapters

fueling the entreprenuerial engine



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Kevin Sullivan
Reno Market President
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