



Executives Guild, Ltd. The Handshaker

“Shake hands and come out Selling”

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June 28, 2006—Meeting Notice

Ask most people if they could work full-time with a family member and the answer would be a resounding "NO". That's not the case at Garvey's Office Products, where five Garvey brothers and a sister have made their family owned business one of the largest independent office supply dealers in the Chicagoland area.

Garvey's Office Products, a Niles based commercial office supplier, just celebrated its 79th anniversary. Garvey's Office Products has thrived in one of the most crowded and competitive markets in the country.

"We're a family business that has been locally owned and operated since day one," says president Bernie Garvey. "You can't operate on cruise control in this marketplace. You have to constantly be proactive and figure out ways to

save your customers both time and money."

The building block of the company is its fierce commitment to customer service. "Our customer service is what gives us an edge over our competition. When you have five owners actively involved in day to day operations of the business, the customer's can't help but notice a difference in the level of service," Garvey explains. "Many of our customers talk directly with one of the owners when placing orders or asking questions."

This evening Burt Horowitz will discuss new products, best ordering techniques and how to save money by ordering from Garvey's Office Products.

Call Burt at 630-816-2205

Meeting Time & Location

June 28, 2006

6:00 pm Networking

7:00 pm Dinner

Lou Malnati's Pizzeria
6649 N. Lincoln Avenue
Lincolnwood, IL 60712

847-673-0800

Please RSVP
using the reply form on
page 4

Open Categories:

Let's concentrate on only two categories this month. (The two highlighted in red.)

Security System Sales and Repair

Residential Realtor

Employment Agency

Luggage & Leather Goods

Optometrist

Podiatrist

Ladies Clothing

Heath & Fitness Club

Restaurant

Veterinarian

Cellular Phone Sales & Service

Window Cleaner

Executives Guild, Ltd.

2006 General Meeting Calendar

"If you would like to participate or make a presentation at a monthly meeting, contact Sherwin Weisman V.P. Programs. His phone number is 847-966-0060"

January 25	Member Networking	
February 22	Closed—Members Only	Café Lucci, Glenview
March 22	Folio Press	Prime Minister
April 26	Artistic Digital	Five Seasons
May 24	Sheldon Seidman DDS	410 Club—Chicago
June 28	Garvey's Office Products	Prime Minister
July 26	Networking Picnic	Five Seasons
August 23	New Members—Golf Outing	Highland Park CC, Highland Park
September 27	Remred Bus. Prod.	TBD
October 25	Extreme Networking II	Lakeview Banquets—The Glen
November 15	Bannockburn Travel	TBD

Smile-of-the-month: Some Funny Quotes...

"Most cars on our roads have only one occupant, usually the driver."
- Carol Malia, BBC Anchorwoman

"China is a big country, inhabited by many Chinese."
- Charles De Gaulle, former French President

"Sure there have been injuries and deaths in boxing - but none of them serious."
- Alan Minter, Boxer

"You guys line up alphabetically by height."
- Bill Peterson, Florida State football coach

"Men, I want you just thinking of one word all season. One word and one word only: Super Bowl."
- Bill Peterson, football coach

"The internet is a great way to get on the net."
- Bob Dole, Republican presidential candidate

"Weather forecast: precipitation in the morning, rain in the afternoon."
- Detroit Daily News

"The world is more like it is now than it ever was before."
- Dwight Eisenhower

"I have opinions of my own—strong opinions— but I don't always agree with them."
- George Bush, former U.S. President

"If it weren't for electricity we'd all be watching television by candlelight."
- George Gobel

"Traditionally, most of Australia's imports come from overseas."
- Former Australian cabinet minister Keppel Enderbery

"I don't diet. I just don't eat as much as I'd like to."
- Linda Evangelista, Supermodel

"If history repeats itself, I should think we can expect the same thing again."
- Terry Venables

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and NAMB Assoc. License #4392

Sales Secret #11—Have A Referral System

submitted by Jody Williamson, Total Selling Solutions

Sales superstars have a referral system. They recognize that referrals are an essential part of growing their sales and actively encourage people to give them. Referrals are a major aspect of any good salesperson's success. Sales superstars are not afraid to ask current contacts if they know someone who might benefit from a business relationship with them. These contacts include clients, friends, family, business associates, and even other prospects. Through a structured system, sales superstars generate quality referral based leads on a consistent basis.

Great salespeople take one person that sees value in their product or service and gets many new leads from them. Poor salespeople are often afraid of asking for

referrals. They fear that it might be too forward or somehow insult the person. The truth is that it is never harmful to ask for a referral. Even if they don't have one, it will plant a seed in their mind to be aware of others that might benefit from our product or service. A good referral system grows like a tree. One contact branches off into several referral opportunities. Those opportunities branch off into several more opportunities. The result is a lush array of people introducing us to new people.

Don't overlook a referral system. Referrals are often the single greatest way to grow our business. 20% of contacts will actively give referrals. 20% of contacts will never give a referral. 60% will give a referral when asked. Don't let that 60% go untapped.

When we have a good product or service, people want to tell others about us. Have a plan to let them do so. Be proactive in approaching others for referrals. When we do that, our business will grow into a lush tree of clients that budded from referrals.

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“Referrals are often the single greatest way to grow our business”



Message from the EGL President - Stuart Plusker

Plans are underway for the 2006 EGL Networking Event. We are excited about making this the largest attended event ever.

At this time we don't have full details to report, but we'll keep you informed as the plans start to take shape.

As usual, all EGL members will be participating, but this year the cost (to be

determined) will be the same whether you have a display table or not.

Members will be given the opportunity to choose between displaying their product/literature at a table or simply working the room for networking opportunities.

Since the number of display tables effects the size of the space we need, we're

looking for a head count of how many members will need a table.

When you RSVP for the meeting please indicate "table" or "no table" either on the meeting reply or in the body of the e-mail, so we can determine our needs and choose the right facility.

Stuart

Executives Guild, Ltd.



Passports required to enter the United States

“New rules regarding passports to re-enter the United States”

Effective December 31, 2006 the U.S. Government's Intelligence Reform Bill requires passports for all air and sea travel to or from Canada, Mexico, Central and South America, the Caribbean and Bermuda.

What this means to you:

If you are traveling in mid-December 2006 and your itinerary ends its voyage in the United States on or after December 31, 2006 you will be required to present a valid passport when returning to the USA.

If you are traveling on or after December 31, 2006 you will be required to present a valid passport when checking in at the airport, cruise port or other destination.

If you are not holding a valid passport you should apply for one as soon as possible.

If you are holding ARC/Green Card you are exempt.

This will undoubtedly cause a backlog in getting passports as these rules take effect, so if you need to obtain or renew your passports...DO IT SOON. For information on obtaining or renewing a passport, visit the State Departments web site at

http://www.travel.state.gov/passport/passport_1738.html.

Marcy Gelber, CTC, MCC
Travel by Marcy
Independent Travel Specialist@
Bannockburn Travel
2101 Waukegan Rd Suite 300
Bannockburn, IL 60015
847-597-5911
800-227-1908 x5911

New Applications For Membership

**Marshall Brownfield
Bloom, Bloom Magad, Ltd.
108 Wilmont Road, Suite 330
Deerfield, IL**
Category: Accounting firm specializing in small business accounting, sales taxes, payroll taxes-corporate and personal returns. 50 years in business 7 employees

**Kirsten Mormino
Mormino Landscape Services, Inc.
430 N. Milwaukee Ave.
Lincolnshire, IL**
Category: Landscaper—Design, installation and maintenance of commercial and residential landscapes. 17 years in business 21 employees

Sponsors: Edie Jerome/John Miller

Sponsor: Marcy Gelber

Contact Alex Ziogas, V.P. Membership at 312-474-9400 if you have any comments or concerns about either of these applications

Executives Guild, Ltd.

Remote Image Capture

by Mike Moran, American Chartered Bank

“American Chartered Bank announces the implementation of Remove Image Capture (RIC)”

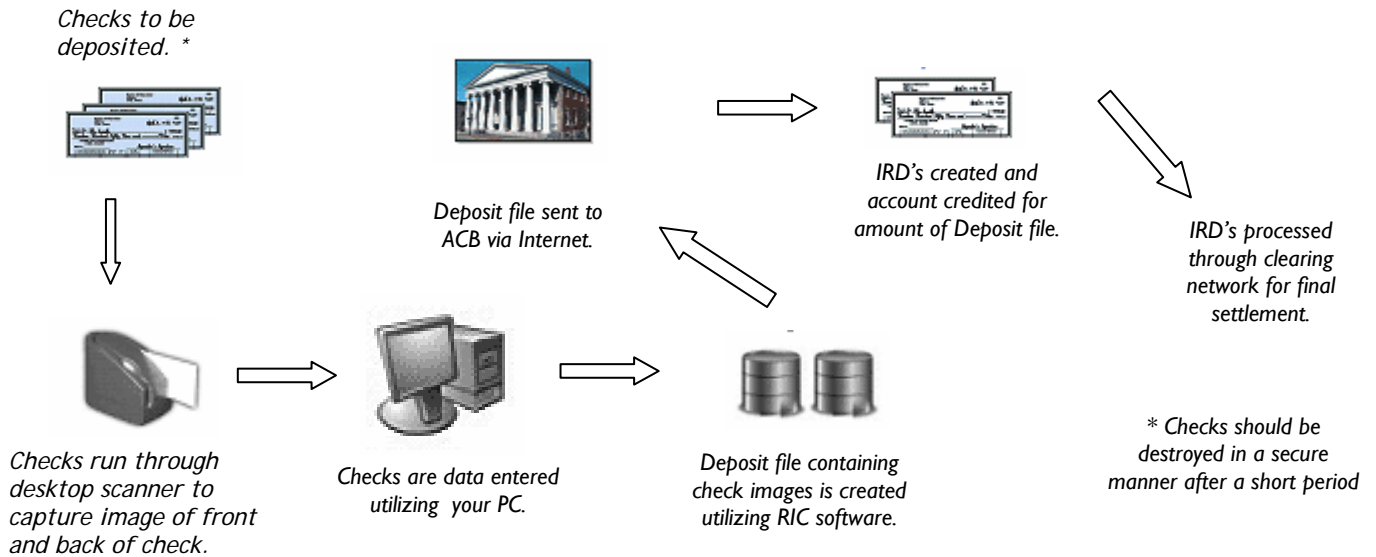
We are pleased to announce the implementation of **Remote Image Capture (RIC)**. With RIC, you no longer have to leave your office to make a deposit. You will be able to utilize RIC to capture and send images of checks that you would otherwise be depositing at American Chartered Bank (ACB) either in person, through the mail, at an ATM or via Deposit Pick-up. This capability is a direct result of CHECK 21 legislation which became effective the end of 2004 and is the first step in moving to straight-

through check image processing in which physical checks will no longer be exchanged among clearing banks, but instead, electronic check images will be exchanged.

RIC consists of a check capture device, or scanner, that sits on your desktop and connects to your PC. Checks are run through the scanner, capturing the front and back of each check in a deposit. When all checks have been captured, an electronic deposit is cre-

ated utilizing the RIC software. Upon completion of deposit preparation, a file consisting of check images is sent to the bank via a secure Internet site. At that point you're done - your deposit has been made at the bank.

When we receive your file of check images, we will create Image Replacement Documents (also called IRD's or Substitute Checks) and process them through the clearing network for final settlement. The flow would look like:



The benefits of utilizing RIC are significant:

The need for multiple bank relationships is eliminated as RIC can be installed on any compatible PC nationwide.

Deposit pick-up is eliminated and deposit deadlines extended.

Special trips to the bank to make deposits are no longer necessary.

Deposit preparation is more efficient and streamlined.

Research/inquiry capabilities are expanded - you no longer are required to make photocopies of checks being deposited, they are automatically stored and accessible on the PC once run through the scanner.

If you would like to learn more about how Remote Image Capture would work for your organization, please feel free to contact your Relationship Manager.

Birthday Wishes to...

**Executives Guild wishes
these members a very
Happy Birthday!**

June 12	Mark Schwechter, Howard Simon	mschwechter@hsimon.com
June 24	Ken Fox, Northwest Mutual Investment	ken.fox@nmfn.com



Nancy Boucha, of Scuba Systems, tells the world that **Ken Fox** is doing OK during his Scuba Tune-Up in the Scuba Systems pool. Since Ken had not been diving for an extended period of time, he refreshed his skills, as prudent divers do. Notice the bouffant hairdo that Nancy is sporting.

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Meeting Reply Form

Fax to: 1-312-604-5014

Member Name:

Member Company:

Guest(s):

I will be bringing a prospective member to introduce to the Guild.

Prospect Name:

Prospect Company:

Address:

City/ST/Zip:

Phone Number:

eMail:

Category represented:

Food Choice: **Chicken Vesuvio**
 Grilled Fresh Salmon
 Prime Rib of Beef

Networking:
 Yes Table
 Networking Only