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June 26, 2013 Meeting Notice

Presenting this evening will be David Ariano, Maurice Forde and Randy Sheridan. Each will give a short talk about their company and the services they provide. They will take questions at the end of the entire presentation.

Ravinia Plumbing & Heating helps clients find the perfect [faucets and fixtures](#) to complement the style of any home, with a showroom that contains a cross section of looks, materials, and finishes.



Forde Windows & Remodeling is committed to designing and building the highest-quality remodeling projects and surpassing our client's expectations.

Randel Electric, Inc. has been involved in the full gamut of contracting work from minor repairs to electrical projects with contracts in excess of \$2.5 million.



Meeting Date & Time: June 26, 2013

6:00 pm—Networking - Reception

7:00—Dinner & Program

Location: Rosewood Restaurant

9421 Higgins Road, Rosemont, IL

847-696-9494

To participate in a program
contact the V.P. of Programs,
Ken Dermer 847-677-1999



2013 General Meeting Calendar

June 26	Randal Electric, Ravinia, Forde Windows	Rosewood Restaurant
July 24	Golf Outing— New Members	Highland Park C.C.
August 28	Artistic Digital—	Glen Club
Sept 25	Special Event Part 2—John Martin—Sandler	Wyndham Hotel
October 23	Shelle Jewelers	Francesca's
November 20	DeRose Financial Planning	Glenview House
December 18	Holiday Dinner/Installation	Park Ridge C.C.

An Easy Way to Exercise at Home and Build Muscle Without Costly, Bulky Machines

Submitted by Dr. Ira Chislof -

Chislof, Chiropractic & Wellness Center—847-588-0800

Don't have time for the gym? Don't have room for equipment at home? According to a new study, there's a much more convenient way to build muscle than gyms and expensive, bulky equipment.

If you have ever had rehab with a physical therapist, you have probably see the elastic resistance bands and tubing they suggest you use for exercise. They are of various strengths / tensions, each represented by a different color.

You generally attach them to door knobs, hook then onto your feet or your hands or other body part, and stretch the bands in various directions, working the different muscle groups.

You may also have seen isotonic exercise machines – which are very common in just about every gym. You sit on or stand at the machines and do exercises like leg extensions, leg curls, seated and standing calf raises, side lateral and front shoulder raises and preacher curls – all pretty self-explanatory.

But isotonic exercise equipment is bulky, heavy and expensive. The only way most people can take advantage of it is by going to the gym.

The good news is that those little elastic bands, that take up almost no room and are very inexpensive do just as good a job, according to the study.

For the study, 16 adult participants worked with elastic resistance bands or tubing as well as isotonic equipment.

Because the effectiveness of exercising with tubing has already been established for the upper body, this study focused on the lower body. The exercises were done with a resistance of 10 Repetition Maximum (10RM) - the maximum intensity at which a person can perform an exercise ten times – with various colors of tubing.

The effects of the specific exercises they did – knee extensions – were measured with electromyogram (EMG) technology, which measures the electrical activity of muscle during rest, slight contraction, and forceful contraction. The activity was measured in 10 muscles in the legs, abdomen and back.

The results showed very slight differences between rubber tubing and machines, and that both resulted in muscle building.

The authors concluded that “The knee extension exercise performed with elastic resistance seems to be a feasible and simple method, regardless of age and gender, for achieving high muscle activity potentially stimulating muscular hypertrophy and strength gains in the quadriceps muscles. Its portability makes it ideal for work site training, rehabilitation in hospitals, at home or in training fields where there may be few resources for large training equipment.”

If you're looking for a way to get in shape but can't get to the gym, elastic and rubber tubing should do the trick. If you need help figuring out which exercises are best for your situation, consult your chiropractor.

SEARCH Model

Sales Candidate Interviewing

The **SEARCH** model is creating a framework for you to identify what the key attributes are for the candidate in order for them to succeed at your job.

What does **SEARCH** stand for? It stands for what are the **Skills** that they need in order to succeed and what are the skills that they need to bring to your company. What are the **Experiences** that they should have in their past life to succeed here? What are the **Attitudes** that they should have? There are different thought processes that a fighter pilot would have and you have got team players just as an example. What are the **Results** that they should have at their previous workplace in order to succeed here? An account manager and an account developer are going to have two different results. What are the **Cognitive** skills that they should bring to the table? What are their processes and thought processes? **Habits**, what habits should they bring to this company in order to succeed?

If you used the **SEARCH** model as your architectural framework, you can develop the right questions and look at each candidate to see what they bring to the table and this will help them to succeed at your company.

John Martin and Jody Williamson

Northbrook and Chicago

Visit Sandler Training's Website: [http://](http://www.jw.sandler.com)

www.jw.sandler.com

Other Sandler Training Centers Worldwide:

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LET THEIR ACTIONS SPEAK FOR THEMSELVES

This is an endorsement... a flat out commercial.

Travel agents serve as a valuable reference when it comes to travel and vacation planning.

I never really thought that my plans were what the travel agent would honor.

I always thought that I would be pushed into travel that the travel agent "thought" I should be doing or it would always have to be 5 star.

WRONGO !

Five (5) years ago Marcy Gelber was able to book a specific boutique hotel for Sue and I in Mexico City. Again, my choice....she made it happen.

Last March, I had a guy dive trip to Cozumel. I chose the hotel, which was not on Marcy's radar, she booked it without any flaws, and was able to get a charter flight (Apple) to Cozumel. I was unable to make the whole flight thing work.

Every May, Sue & I go to Puerto Vallarta, to our timeshare using mileage on American Airlines. (Mileage is not the best way to fly unless you have enough to go first-class). Both of these concepts are not in the travel agents best interests. Nonetheless, Marcy was able to wrangle three nights at the sold out St. Regis in Punta Mita, just one hour north of Puerto Vallarta. I was not able to get the reservation, but Marcy did. She even had a welcome tray of candy and fruit waiting for us. (An anniversary surprise for Sue)

My friends, Marcy Gelber, Travel Agent can and will operate in your best interest. I am sold on her abilities to make travel and lodgings special.

Marcy is a dedicated professional, Marcy is good!

Thank you Marcy,

Larry Mandel
Piser Funeral Services





18th Annual EGL Golf Outing

Wednesday – July 24, 2013

Highland Park Country Club

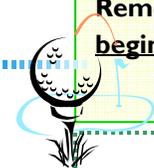


Please join us for the Executives Guild's 18th Annual Golf Outing. This is a great opportunity for new members to get acquainted with fellow executives in a relaxed and fun setting. Please complete the form below and mail it along with your check made payable to **Executives Guild**. Mail this form and check to the address below to arrive by **July 15th**.

The fee for the Golf Outing is \$70.00/person. This includes: 18 holes of golf, motor cart, and buffet lunch.

(Please use separate forms if more than one person is playing from your company or if you are bringing guests/prospects. A prospect's golf fee is not covered by EGL, only their dinner.)

Remember this golf outing is held on the same day as our regular monthly meeting which always begins at 6:00 p.m. at which time the golfers will join the non-golfers for networking and dinner.



Name: _____

Company: _____

Phone: _____ E-Mail: _____



If you would like to donate a prize or an item for a goodie bag, contact Ken Dermer, Remred at 847-677-1999 to discuss your donation.

Highland Park Country Club
1201 Park Ave, West Highland Park, IL

E-Mail this form to patkelps@globalgds.com

Make your check payable to: Executive Guild, LTD



Taking Care of Things When You Don't Live Close to Mom and Dad!

Jennifer Prell

When your mom and dad don't live close to you it can be very hard to manage their care needs. The following are some suggestions to help keep you on track and assist you with all the tasks that need to be done.

1. Talk to Your Parents

Your parent's may already have some ideas of what they prefer in terms of care, support at home and issues they'll need help with. Treat them with respect, listen to what they're saying or not saying and do what you think they would want for themselves. The point person, the one your parents listen to, is the one to start the conversation. Be proactive and start the conversation early - before a crisis occurs.

2. Appoint One Person

Designate one person to be in charge of care, communication with professionals and family as well as be the final decision maker. This person will help keep track of the doctors, medications, and information dissemination. There is no need for the entire family to call to get more information on mom and dad's care.

3. Meet the Neighbors

If your parents are going to remain in their home and don't have constant care you may want to ask the neighbors to check in on mom and dad once in awhile. These would be neighbors you know and trust.

These neighbors may also want to help out and do some tasks to help the family such as shovel the driveway and walkways, pick up the mail and newspapers, etc.

3. Phone Tree or Email Group

Put together a phone tree or email group of people that need to know what's going on. These people can then be updated easily. The neighbors should have the point person's information for emergencies and updates.

5. Expect the Unexpected

Many families think that nothing bad will ever happen to their parents or they are in denial that their parents have any issue at all. "Stuff" happens. Your parents can be doing great, living independently or having minor care at home and then a catastrophe occurs. Make sure you have plans in place for these "just in case" moments. Know what they want ahead of time.

6. Your Parents May Not Want Help

Yes, parents can be stubborn. I've heard "I'm never moving. My kids will have to take me out of here in a box" more times than I'd like to remember. Sometimes parents aren't always right or don't always make the best decision due to fear of change. If your parents have full capacity there is not much you can do. If their capacity is diminished and they can no longer make decisions for themselves you can make decisions for them only if you have Health Care Power of Attorney. If you don't and your parents need someone to make decisions for them then you have to hire an elder law attorney to help you apply for guardianship.

7. Outside Resources

There are many services in place to help a senior age in their home. There are nutritional projects, transportation assistance and government support programs. If these services aren't enough then you can always hire a geriatric care manager to help your parents with bill paying, visits to the doctor, etc. Geriatric Care Managers are paid by the hour for oversight of the seniors care needs.

8. Senior Housing

If your parents need to transition to a new lifestyle contact an eldercare resource company to help you find the best senior housing option for your family. Companies like Elderwerks will reduce your search from hundreds of companies to a few. Using the seniors personal information such as physical and medical issues, budget, location

requirement, amenities sought, etc. the company can find options for you. You then tour the communities referred to you and reduce the list to two options. Then, if your parents are able, your parents can tour those two communities and then pick the one they like the best. You can contact www.Elderwerks.com for free assistance and guidance.

9. Moving

If your parents need to move and you don't live nearby or cannot assist them with their move you can call upon a Senior Move Manager, such as Paxem, Inc., to manage the entire moving process. When hiring you need to make sure the company has liability and workman's comprehensive insurance, they use regular employees and they have been in business for a long time. You do not want to be one of the first families they've helped when you're not close enough to monitor them.

10. Decision Making

Sometimes parents don't make decisions out of fear. That's when the adult child should step in to help them come to a decision about their care or senior housing needs. This will be a very emotional time and guilt and anger are natural feelings that may creep up on you. This is normal but don't let your emotions make decisions for you. Base all of your decisions on need and what's best for your loved one.

847-829-4437 : Office

Jennifer.Prell@Paxem.com

Paxem.com

[Review Us on Angies List](#)



Roam the World and Keep the Cell Phone on a Budget

Actually, overseas cell phone bills do not have to be huge anymore, as long as you do some planning.

After facing years of stinging criticism that they charged exorbitant fees to subscribers traveling to other countries, several major American mobile carriers have come up with overseas calling packages that cut costs to a small fraction of what they once were.

As a result, the additional cost of using a cellphone in many other countries may end up being a minor inconvenience, rather than motivation to take out a second mortgage.

Unfortunately, no one solution will work for everyone. Which approach you take depends on your current carrier, the countries you are visiting and your tolerance for changing calling habits while away from home.

THE FIRST STEP You can keep your existing cellphone number and buy a data package, a voice roaming package or both from most American carriers.

Alternatively, if your phone is unlocked (meaning it will work on any other network) and you are going to a place that uses the GSM phone standard, which includes Europe and the United States (the AT&T and T-Mobile networks), you can buy a local SIM card. This gives you your own phone number based in the country you are visiting.

ROAMING PACKAGE VS. SIM CARD If you buy a reduced-rate roaming package from your carrier,

you will still use the regular mobile number that your friends and relatives know. If they are calling from the United States, they will pay only for a local call in the United States, which for many cellphone and landline users means they actually do not pay anything extra, whether you are in Turkey or the Shetland Islands.

MY PHONE IS LOCKED Ask your carrier to unlock your phone. AT&T will unlock your phone when your contract is up. T-Mobile will do so after 40 days of service, or 18 months if you are under a two-year contract. Verizon, which uses the CDMA standard, sells 20 models of “world phones” that have SIM cards for use overseas; typically, those phones are unlocked out of the box. If your carrier will not unlock your phone, you can do it yourself, with one exception: according to [a ruling](#) last year by the United States Copyright Office, phones bought after Jan. 26, 2013, may legally be unlocked only by your mobile company

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Contact: [Marcy Gelber](#)

[847-897-7011](#)

Marcy@travelbymarcy.com



WHO OFFERS WHAT? AT&T and Verizon offer the most economical voice and data international roaming packages. AT&T has three levels of data, priced by the month: 120 megabytes for \$30, 300 megabytes for \$60 and 800 megabytes for \$120. Verizon has only one package, 100 megabytes for \$25. Both companies will add an increment of the same size when you use up the first.

For voice, AT&T charges start at \$30 for 30 minutes of calls. Text packages start at \$10 for 50 texts.

With Verizon, a call costs at best 99 cents per minute from Britain to the United States, \$1.99 per minute from Israel and \$3.99 per minute from Russia. Overseas texts cost 50 cents to send and 5 cents to receive.

Sprint's overseas data packages begin at \$40 for 40 megabytes of data. Voice calls range from \$1.49 a minute from Britain, to \$2.99 a minute from Israel and \$4.99 a minute from Russia.

T-Mobile has no consumer data package, charging \$15 per megabyte, 60 times AT&T's lowest-cost rate. For T-Mobile subscribers, a local SIM card is probably the best choice.

WHAT A PACKAGE GETS YOU [AT&T](#), [Sprint](#), [T-Mobile](#) and [Verizon](#) have calculators to help you figure out how much data you will probably need when traveling abroad. Roughly speaking, Verizon claims that 110 megabytes of data is enough to allow you to send and receive 50 e-mails, read five Web sites and use your maps app for 15 minutes every day for a month. On a recent week in Canada, I used my AT&T iPhone by roaming on

the local Rogers cellular network to check e-mails several times a day and to read a few Web sites. I used 24 megabytes of data, less than 25 percent of my minimum \$30 monthly allotment.

KEEPING COSTS DOWN Use **Wi-Fi** whenever possible to check e-mail, so you do not use up data plan minutes. Wi-Fi is available in most hotels and many coffeehouses. Make calls in a Wi-Fi hot spot by using Skype, Apple's FaceTime or similar apps. And turn off the "push" data option on your smartphone so that your device is not continually checking for new e-mails

With T-Mobile, you can make voice calls in a Wi-Fi area by using the company's Wi-Fi Calling feature. There is no roaming charge, but calls made back to the United States count against your monthly allotment. In addition, Wi-Fi Calling is available only on several Android smartphones, not on the iPhone.

THE FINE PRINT **Data and voice packages** are sold for a minimum of one month. But you usually need to cut off the package when you are back in the United States by calling customer service or going to your carrier's Web site. If you do not, you will be charged each month until you do.

If your vacation crosses two billing periods, your carrier will probably prorate the costs. And if you forget to get a data or voice package and you start racking up huge bills, don't panic. Call your carrier while abroad. Many will put you on a package plan retroactively, saving you hundreds if not thousands of dollars.

Hope this helps you for all of your travel. Remember Travel by Marcy- help you create memories!

Marcy Gelber 847-897-7011

**Happy Birthday
from the
Executives Guild**

Birthday Wishes to...

July 5	Morry Dyer, Fischel & Kahn	mdyer@fischelkahn.com
July 11	Bill Rodriguez, Sealtight Protective Svs.	brodriguez@stpsguards.com
July 14	Scott Weingart, S&S Bartlett	ssglassco@aol.com
July 20	Howard Frimark, HPF Insurance	howard@frimarkkeller.com
July 23	Yehuda Cohen, Dream Town Realty	ycohen@dreamtown.com



Action Items

EGL Open Category List

B to B Telemarketing
Cellular Phone Sales & Service
Children's Store (Toys-Clothing_
Direct Mail Processing
Executive Recruiter

Meeting Attendance & Dress Code:

1. It is the obligation of every member that attendance at monthly general meetings should be as follows:
"Members are required to attend ten (10) meetings in a calendar twelve (12) month period."
2. Business Casual is the dress code for our meetings.

Executives Guild, Ltd.

P.O. Box 1743

Des Plaines, IL 60017

Phone: 312-604-5018

E-mail: patkelps@globalgds.com

**Executives
Guild, Ltd.**
Building Business Through Relationships

We're on the Web

Reply To: 312-604-5018 or patkelps@globalgds.com

(If you are considering bringing a guest, don't forget to contact the office or V.P. Membership— Rene Heynssens, Heynssens + Grassman—947-360-0440, before extending your invitation.)

Prospect Name:

Prospect Company:

Phone Number:

eMail:

Category represented:

Food Choices—Pick One: Sliced Sirloin - Chicken Francaise - Tilapia