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**May 22, 2013  
Meeting Notice**



**Paxem, Inc.**

Experts in Senior Move Management and Relocation

Jennifer Prell, Paxem, Inc. will talk about helping seniors with moving and transition to a new location. Moving can overwhelm anyone. It is especially true for older adults who have lived in the same house for dozens of years. For many it is difficult to take that first step towards retirement. Changing their lifestyle, facing the insurmountable task of "right sizing" and fears of losing their independence can stall them into not doing anything. What is so wonderful now is that there is a huge industry that takes the worry and work out of the moving and right sizing process.

**Meeting Date & Time: May 22, 2013**

6:00 pm—Networking - Reception

7:00—Dinner & Program

**Location: McCormick & Schmick's Restaurant  
Old Orchard Center, Ste G8, Skokie, IL**

**847-763-9824**

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



## 2013 General Meeting Calendar

May 22	Paxem	McCormick & Schmick
June 26	Randal Electric, Ravinia, Forde Windows	Rosewood Restaurant
July 24	Golf Outing— New Members	Hyland Park CC
August 28	Open	Glen Club
Sept 25	Special Event Part 2—John Martin—Sandler	TBD
October 23	Ken Dermer, Remred	TBD
November 20	Open	TBD
December 18	Holiday Dinner/Installation	TBD

\* TBD—Meeting locations are being investigated and will be posted as chosen.

Submitted by Dr. Ira Chislof -

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

### Got Allergies? Try These Natural Remedies

Although spring is traditionally the most difficult time for those with allergies, there are more and more allergens in our environment – including in our homes - so it is more common to have allergy symptoms all year round. Many natural healthcare practitioners now have real solutions to allergies – you can get rid of them, not just get relief from symptoms. But, in the meantime, there are non-drug solutions that make you feel better.

How do you know you have allergies? Common symptoms include nasal congestion, runny nose, sneezing, watery eyes, itchy nose or throat, coughing, excessive mucous collected in the back of the throat (postnasal drip), facial pressure or pain, and fatigue. But allergies can cause a lot of other symptoms as well – joint pain, eczema, conjunctivitis, hives, rashes, and so on. Consult your natural healthcare practitioner to find out exactly what you're allergic to and find out how the problem can be remedied.

In the meantime, here are a few things that will help.

**Clean your indoor air:** Some experts say that the air inside our homes is five times as polluted as outdoor air – even in big cities. What can you do? Use a whole house HEPA filter, vacuum very thoroughly at least once a week (also with a HEPA filter vacuum), fill your house with plants – do a little research to find out which plants detoxify the air, and use a de-humidifier (many of the substances we are allergic to

thrive on moisture.)

**Another important part of cleaning indoor air is getting rid of household and personal care products that are scented.** These often contain chemicals that can cause a reaction.

**Take allergy fighting vitamin and herbs:** Peppermint tea, probiotics (to boost the immune system), Quercitin, stinging nettle, carotenoids, and omega-3 fatty acids are all good examples. Take them all.

**Clean your sinuses with salt water:** The best way to do this is with a neti pot. You basically pour salt water inside one nostril and it comes out the other. A little awkward, but you get used to it.

The above steps will help but, really, you don't have to live with allergies. It is perfectly normal to react to some substances – like the chemicals in household cleaning products – because they're toxic. Having a reaction to them is a warning: the body is telling you that you're in the presence of toxins and you should do something about it. But other allergic reactions are primarily due to your immune system not functioning as well as it should be.

**Consult with your natural healthcare practitioner who can do the proper testing and determine exactly what you are allergic to.** Then you can work on finding a real fix.



## How Much Time Should You Put into Prospecting?

The question is a bit of a puzzle. Ideally, there would be a reference book that lists, by industry, how much time you should invest in prospecting activities. Unfortunately, there's no reference book.

Why?

How much time you invest will depend on the number of prospecting activities you plan, the nature of the activities, and the intended results of the activities.

More importantly, different salespeople have different goals, and these goals will necessitate different amounts of time prospecting. Introducing a new product or opening a new territory may take more time than continuing to cultivate an existing market where you already have exposure.

If your efforts are primarily passive, where you have little if any control of the outcome—direct mail or e-mail for example—you will likely have to do more and it will take longer to see results. If your efforts are more proactive, where you have considerable control—cold prospecting or generating and then calling on referrals for instance—you can invest less time.

Since there is no simple formula, you must consider your prospecting objectives and then carefully track your activities and results. Then, you can decide how much time you want to invest and choose the activities that will allow you to achieve your objectives in that time period.

### John Martin and Jody Williamson

Northbrook and Chicago

Visit Sandler Training's Website: <http://www.jw.sandler.com>

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SAUDI ARABIA SINGAPORE SOUTH AFRICA SPAIN  
POLAND UNITED KINGDOM UNITED STATES VIETNAM

## EPA Lead-Based Paint Rules and the Garage Door Industry

Most people already know of this rule but may don't so I would like to go over it again for everyone's concern. The presence of lead in the home can be very dangerous, especially to children under six years of age. Lead can cause health and developmental problems, especially in pregnant women. Lead can go into the body from swallowing or inhalation when lead dust or fumes are released in the air or disturbed.

Because of the risks stemming from the use of lead-based paints until the late 1970's the US Environmental Protection Agency promulgated the Renovation, Repair and Painting Rule (RRP) regarding construction firms such as the garage door industry (among others) who work on residential and other child-occupied buildings which may have lead paint.

Under the RRP regulations, all contractors performing work that disturbs lead-based paint in certain facilities built before 1978 must follow specific work practices to prevent lead contamination. Some of those practices include posting warning signs, using disposal drop cloths, corning off the work areas with plastic barriers and using HEPA vacuuming and wet washing in the cleanup process. More importantly, RRP requires that all contractors must be certified in lead paint removal through training courses.

Having windows, entry doors or your garage door replaced on your home? Any indoor/outdoor painting to be accomplished soon? If your home was built before 1978 and you have small children at home I strongly urge you to use a certified RRP contractor to complete the work in the safest manners possible.

For more information regarding these EPA regulations, go to the internet and review their pamphlet **Renovate Right**.

### John Bradley

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(main) 847-441-6900 Ext: 7972

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## Moving Made Simple for Older Adults

### Paxem, Inc.



*Jennifer Prell*

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[Paxem.com](http://Paxem.com)

[Review Us on Angies List](#)

Moving can overwhelm anyone. It is especially true for older adults who have lived in the same house for dozens of years. For many it is difficult to take that first step towards retirement. Changing their lifestyle, facing the insurmountable task of "right sizing" and fears of losing their independence can stall them into not doing anything. What is so wonderful now is that there is a huge industry that takes the worry and work out of the moving and right sizing process. The companies use Senior Move Managers to assist throughout the entire process.

The following are some helpful hints if you plan on doing many things yourself. Remember, there is always help available. You can get recommendations through your location senior community, Chamber of Commerce, or other friends.

1. De-clutter immediately. Get rid of everything you don't want, don't use, or don't need. Donating will help another person & help reduce your costs for the move. If you have valuable items that you and your family don't want, estate sale/resale companies can hold an estate sale in your home, remove the items to have an estate sale elsewhere, put them into consignment or you can sell them outright to a dealer.
2. Stage the home for sale. You'll want to: remove most personal items that draw attention away from your home, deep clean (carpets, windows, and house), de-clutter, remove excess furniture, and make sure it smells and looks warm and inviting. You may need to do more such as paint, replace countertops, fix the grout, etc. You should hire a stager to assist with this process.
3. If you're packing yourself plan to start the minute you decide to move. Pack slowly and don't overexert yourself. You're using muscles you normally don't use during normal

activities. Use unprinted newspaper so that there is no ink that can ruin your antiques and so you don't have to wash every single item you've packed.

4. Accept help. If family or friends offer to help, take them up on that offer. If you don't have anyone to help you then hire a professional to assist you.
5. Do not keep books, magazines, or any other printed material unless they are valuable or you absolutely must keep it. Paper adds pounds and that adds dollars to your moving costs.
6. Clean your items off before you pack them. When you get to your final destination all you have to do is set things up.
7. Make sure that you get several moving quotes. Costs vary and so does quality. You will want to know if they have liability and workman's comprehensive insurance, do they protect the house during the move out and move-in process, what happens if you have a claim, etc. Get referrals from people you know, the senior community you are moving into or your local chamber of commerce.
8. Remove all valuables from the house before outside contractors arrive. This would include jewelry, stocks & bonds, money, anything of high value, and your prescription medications.
9. When the movers arrive do a walk through with them so they see everything. Make sure that you have someone in the home as well as by the truck to monitor the movers.
10. If you're moving locally follow the truck to the new home. Make sure each room is labeled so the movers know which boxes go in each room and direct them with the furniture using the floor plan you or your senior move manager has designed. If you're moving out of state seal the container and make sure that the truck has a numbered seal on it. Write the seal number down and if different number at destination the mover has opened the container and has some explaining to do.

Putting all tasks in writing will help keep you organized during your move and also help reduce stress. Initial consultations with the senior move manager should be free. They can help you put together an action plan so you know what needs to be done and have a time line. Prices vary for services and by company.



## Why You Need A Travel Agent reprinted from Forbes Magazine (and edited)

I'd like to take a moment to talk about internet travel resources. I have nothing against telling my clients to look at travel online sites and do it all the time. I send them to Kayak, and Travelocity to do initial research. I send them links to different hotel sites. I tell them to read reviews and ratings in Travelocity and TripAdvisor. But here's the problem – these skew very much towards the lower and middle end of the market, because it's a numbers game and the luxury segment is very small. So when they are giving the airport Radisson a four and half star rating, on that relative scale, how can hotels such as the Landmark Mandarin Oriental and Peninsula be differentiated in a way meaningful to you? They can't be. That's a difference your travel agent will be able to explain to you that you cannot possibly garner online. When many of the best and most specialized tour guides cannot even be booked online, how can you rely on online ratings for them? You cannot. **I just read a survey that said searching for "Villas In Italy" yielded 7.3 million results in Bing and over 9 million for Google. Good luck with that research project. All this is in addition to the fact that such ratings can and have been manipulated, and that you have no idea who the baseline raters are.** Now on the other hand, let's say you have a friend whose taste and judgment you know well and trust and they tell you to stay at one hotel over another in a particular destination they are very familiar with for several specific reasons. You would probably believe them. **Think of your expert travel agent as such a friend.**

For leisure travel, most of the questions I get are of the following variety: where is the best place to go, best place to stay, best things to do, best places to eat? In almost every case, the answer is that there is no "best" place – **but there is the best for you.** That is why a relationship with a travel consultant who asks a lot of question – the good ones will – is all important. So is their firsthand experience, and because they have been checking these hotels in person, eating at these restaurants, and using these guides for years, they know the best ones for every need. All of these skills come

together into a vacation you simply could not plan on your own, if you were the internet. "I think one of the most surprising things to clients is the fact that we are able to secure with ease and in a very timely manner ALL the components of their trip: accommodations (with perks like upgrades/breakfast/credits), private transfers, dinner reservations, sightseeing with exclusive access (skip the line), theatre tickets, etc.

"We've had clients who return to a destination just because of the experience with the guide we got them the first time "I'm like a custom tailor. I make bespoke trips to fit you personally, not the other way around. It is not just about know which are the best hotels – it's about knowing the GMs at the best hotels. Its unique access and giving my clients a rare experience. I had a college history professor, who specializes in World War II visiting London, and I did not just have him tour Churchill's War Rooms, I had Churchill's granddaughter meet him for tea at his hotel and then take him on a tour – he got to sit in Churchill's chair. If I have a passionate shopper go to Paris, I don't tell them what stores to go to, I send them on a private tour behind the scenes at Louis Vuitton where they can see the things being made."

"A good travel agent is there 'pillow to pillow.' People think they can just book flights, hotels, or car rentals themselves, and sometimes they can, especially if nothing goes wrong. But when your flight is cancelled and you are standing in line waiting to be rebooked, believe me, you'll wish you had a travel agent. I'd already be working on it for you."

The advantages and extras these super agents and support of the agency offer are literally too numerous for me to list in detail, but Next month, I will give specific, real life examples of the immense value we add in the realm of hotels, airfares, and more, both saving you money and greatly improving the quality of the travel experience.

**Contact: Marcy Gelber**

**847-897-7011**

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# Congratulations from EGL!

## Veterans Distribution of Chicago finds a new home



The Factor Family, owners of Chicago Messenger Service and Veterans Distribution of Chicago, is proud to announce Veterans Distribution of Chicago's new Corporate Headquarters and Distribution Center in Hillside, Illinois. Located close to O'Hare and Midway airports, our state of the art, 295,000 square foot building will help us grow and take us to the next level. Our new facility will have high speed sortation, 60,000 square feet of temperature controlled storage, more than 50 dock doors and pick-to-light technology. Our transition to the new facility will be completed by February 2014, just in time for our company's 50<sup>th</sup> anniversary!

**For more information on the extent of their services contact:**

**Chicago Messenger Service, Inc.**

**Bill Factor or Brad Factor**

**1600 S. Ashland Ave, Chicago, IL**

**Phone: 312-666-6800**

**Happy Birthday  
from the  
Executives Guild**

## Birthday Wishes to...

June 1	Patty Pettersen, CRC Concrete Raising	patty@wecanraiseit.com
June 7	Brian Moak, Duxler Complete Auto Care	brianmoak@aol.com
June 24	Ken Fox, Northwestern Mutual	ken.fox@nmfn.com



## Action Items

### EGL Open Category List

Antique Sales & Restoration  
Appliance Repair  
Appliance/Electronic Sales  
Appointment Scheduling  
Automotive Dealership

### 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

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*(If you are considering bringing a guest, don't forget to contact the office or V.P. Membership— Steve Lewis—847-835-2400, before extending your invitation.)*

**Prospect Name:**

**Prospect Company:**

**Phone Number:**

**eMail:**

**Category represented:**

**Food Choices—Pick One: Pretzel Crusted Whitefish - Chicken Picatta - Filet Medallions**