

**-CABB Sub-Chapter Progress Report-  
Date: 4-14-10  
From: George Lanza - Sub Chapter Update**

Website update: Sent on

<b>Region</b>	<b>Silicon Valley (San Jose, Santa Cruz, Santa Clara)</b>		
<b>Chair:</b>	<b>Erik Otten</b>		
<b>Phone:</b>	<b>(408) 261-3230</b>		
<b>E-mail:</b>	<a href="mailto:erik@vrsiliconvalley.com">erik@vrsiliconvalley.com</a>		
	<b>Meeting Day:</b>	<b>2<sup>nd</sup> Friday of Every month</b>	
	<b>Meeting Time:</b>	<b>8:00 a.m.</b>	<b>To 10:00 a.m.</b>
	<b>Meeting Location:</b>	<b>Campbell Community Center, Campbell, CA</b>	
	<b>Cost:</b>	<b>\$7.00</b>	
<p>Notes: May 14 meeting cancelled due to conflict with CABB Annual Productivity Conference.</p> <p><b>Next Meeting</b></p> <ul style="list-style-type: none"> <li>• <b>Date TBD – June</b></li> <li>• Contact Erik Otten at (408)261-3230 for more information.</li> </ul> <p><b>Past Meetings</b></p> <ul style="list-style-type: none"> <li>• <b>April 9, 2010</b></li> <li>• Topic: Marketing listings through video</li> <li>• Speaker: Dan Powers, owner of Sound Vision</li>   <li>• <b>March 19, 2010</b></li> <li>• Topic: What every broker should know about reading and understanding leases</li> <li>• Speaker: Kathryn Gutierrez, attorney</li> </ul>			

<b>Region</b>	<b>San Francisco</b>		
<b>Chair:</b>	<b>Norman Pearce</b>		
<b>Phone:</b>	<b>(415) 516-9009</b>		
<b>E-mail:</b>	<a href="mailto:normanbti@earthlink.net">normanbti@earthlink.net</a>		
	<b>Meeting Day:</b>	<b>Every third Tuesday Quarterly Combined meetings with East Bay Chapter</b>	
	<b>Meeting Time:</b>	<b>11:30 a.m.</b>	<b>To 1:00 p.m.</b>
	<b>Meeting Location:</b>	<b>595 Market Street Suite 2410</b>	
	<b>Cost:</b>	<b>Bring own lunch</b>	

**Next Meeting**

- **Date: TBD - July**
- Combined meeting with East Bay Chapter
- Contact Norman Pearce at (415)516-9009 for more information.

**Past Meetings**

- **April 20, 2010**
- Combined meeting with East Bay Chapter
- Speaker & Sponsor: Brad Lebseck from Focus Bank
- Topic: Updates on current SBA program
  
- **October 9, 2009**
- Topic: the value of positive ESCROW services and new banking rules

<b>Region</b>	<b>East Bay</b>		
<b>Chair:</b>	<b>Mike Nova</b>		
<b>Phone:</b>	<b>(510)708-6682</b>		
<b>E-mail:</b>	<a href="mailto:mnova@bluekeybma.com">mnova@bluekeybma.com</a>		
	<b>Meeting Day:</b>	<b>Every third Tuesday Quarterly Combined meetings with San Francisco</b>	
	<b>Meeting Time:</b>	<b>11:30 a.m.</b>	<b>To 1:00 p.m.</b>
	<b>Meeting Location:</b>	<b>595 Market Street Suite 2410</b>	
	<b>Cost:</b>		

**Next Meeting**

- **Date: TBD - July**
- Combined meeting with San Francisco Chapter
- Contact Mike Nova at (510)708-6682 for more information.

**Past meeting**

- **April 20, 2010**
- Combined meeting with East Bay Chapter
- Speaker: Brad Lebseck from Focus Bank
- Topic: Updates on current SBA program
- Sponsor: Brad Lebseck from Focus Bank

<b>Region</b>	<b>San Diego</b>		
<b>Chair:</b>	<b>Patrick Marsch</b>		
<b>Phone:</b>	<b>858-945-8921</b>		
<b>E-mail:</b>	<a href="mailto:pmarsch@fcbb.com">pmarsch@fcbb.com</a>		
	<b>Meeting Day:</b>	<b>Last Wednesday of every other month</b>	
	<b>Meeting Time:</b>	<b>11:30am</b>	<b>To 1pm</b>

	<b>Meeting Location:</b>	<b>Four Points Sheraton Hotel</b>
	<b>Cost:</b>	<b>\$23.00 for Members, \$28.00 non members</b>
<p><b>Next meeting</b></p> <ul style="list-style-type: none"> <li>• <b>May 26, 2010</b></li> <li>• Speaker: Ken Carver, D&amp;G Escrow Corporation</li> <li>• Topic: Pro Rata or “Short Sale” Escrows</li> <li>• Contact Patrick Marsch at (858)945-8921 for additional information</li> </ul> <p><b>Past Meetings</b></p> <ul style="list-style-type: none"> <li>• <b>March 31, 2010</b></li> <li>• Guest Speaker: Steve Coley, attorney</li> <li>• Discussion: How to mitigate liability for a broker</li>   <li>• <b>Jan. 27, 2010</b></li> <li>• Guest Speaker: Jack R. Sanders, CBA</li> <li>• Topic: Co-brokering: How to influence buyers and sellers with market data</li> </ul>		

<b>Region</b>	<b>Sacramento</b>		
<b>Chair:</b>	<b>Andrew Rogerson</b>		
<b>Phone:</b>	<b>916-570-2674</b>		
<b>E-mail:</b>	<a href="mailto:a.rogerson@murphybusiness.com">a.rogerson@murphybusiness.com</a>		
	<b>Meeting Day:</b>	<b>Last Tuesday of Every Month</b>	
	<b>Meeting Time:</b>	<b>12 pm</b>	<b>To 2 pm</b>
	<b>Meeting Location:</b>	<b>Bella Bru Café in Carmichael</b>	
	<b>Cost:</b>	<b>\$ Venue requires that each person purchase one item (soda, coffee, lunch)</b>	
<p><b>Next meeting:</b></p> <ul style="list-style-type: none"> <li>• <b>Date: TBD – June</b></li> <li>• Contact Andrew Rogerson at (916)570-2674 for more information.</li> </ul> <p><b>Past Meetings</b></p> <ul style="list-style-type: none"> <li>• <b>April 27, 2010</b></li> <li>• Speaker: Donna Grady, Capitol City Escrow</li>   <li>• <b>Dec. 8, 2009</b></li> </ul>			

<b>Region</b>	<b>Inland Empire</b>		
<b>Chair:</b>	<b>Steve &amp; Marilyn Peters</b>		
<b>Phone:</b>	<b>(951) 415-6288</b>		
<b>E-mail:</b>	<a href="mailto:mpeters@ceobizbrokers.com">mpeters@ceobizbrokers.com</a>		

	<b>Meeting Day:</b>	<b>2<sup>nd</sup> Friday Quarterly</b>		
	<b>Meeting Time:</b>	<b>9am</b>	<b>To</b>	<b>10:30 am</b>
	<b>Meeting Location:</b>	<b>California Bank and Trust</b>		
	<b>Cost:</b>	<b>\$ No cost</b>		
<p><b>Next Meeting:</b></p> <ul style="list-style-type: none"> <li>• <b>Date: TBD – July</b></li> <li>• Sponsored by California Bank and Trust</li> <li>• Contact Marilyn Peters at (951)415-6288 for more information.</li> </ul> <p><b>Past Meetings</b></p> <ul style="list-style-type: none"> <li>• <b>April 9, 2010</b></li> <li>• Speaker: Ken Carver, escrow officer</li> <li>• Topic: Short Sales for Businesses</li>   <li>• <b>Nov. 13, 2009</b></li> <li>• Speaker: Chris Miller of Biz Broker Mail</li> <li>• Topic: Marketing tactics for brokers during current economy</li> </ul>				

<b>Region</b>	<b>Los Angeles</b>			
<b>Chair:</b>	<b>Mike Dunkle</b>			
<b>Phone:</b>	<b>(310) 418-1530</b>			
<b>E-mail:</b>	<b>miked@business-team.com</b>			
	<b>Meeting Day:</b>	<b>TBD</b>		
	<b>Meeting Time:</b>	<b>TBD</b>	<b>To</b>	<b>TBD</b>
	<b>Meeting Location:</b>	<b>TBD</b>		
	<b>Cost:</b>	<b>\$TBD</b>		
<p><b>Next Meeting:</b></p> <ul style="list-style-type: none"> <li>• <b>Date: TBD — June</b></li> <li>• Speaker: Dillon Schrader, Bizquest</li> <li>• For more information contact Mike Dunkle at (310)418-1530</li> </ul>				

<b>Region</b>	<b>San Fernando Valley</b>			
<b>Chair:</b>	<b>TBD</b>			
<b>Phone:</b>	<b>TBD</b>			
<b>E-mail:</b>	<b>TBD</b>			
	<b>Meeting Day:</b>	<b>1<sup>st</sup> Friday of Every Other Month</b>		
	<b>Meeting Time:</b>	<b>9am</b>	<b>To</b>	<b>11am</b>
	<b>Meeting Location:</b>	<b>VEDC Business Center (Valley Economic Development Center)</b>		
	<b>Cost:</b>	<b>\$TBD</b>		
<b>Next meeting</b>				

- **June 4, 2010**

**Past Meetings**

- **April 9, 2010**
- Topic: How to keep your prospects in the game
- Speaker: Jonathan Goldhill from The Growth Coach
  
- **February 5, 2010**
- Speaker: Joe Lazaer from Asset Liquidation and Sales
- Subject: How Liquidation Sales and Auctions Work
- Wells Fargo SBA lender sponsored event

<b>Region</b>	<b>Central Coast</b>		
<b>Chair:</b>	<b>Rick Owens</b>		
<b>Phone:</b>	<b>(805) 543-0506</b>		
<b>E-mail:</b>	<a href="mailto:biz.expert@yahoo.com">biz.expert@yahoo.com</a>		
	<b>Meeting Day:</b>	<b>Every other month</b>	
	<b>Meeting Time:</b>	<b>1 p.m.</b>	<b>To TBD</b>
	<b>Meeting Location:</b>	<b>755 Santa Rosa St. Suite 310 San Luis Obispo, CA 93401</b>	
	<b>Cost:</b>	<b>\$TBD</b>	
<b>Next Meeting:</b>			
<ul style="list-style-type: none"> <li>• <b>Date: TBD – June</b></li> <li>• Contact Rick Owens at (805)543-0506 for more information.</li> </ul>			
<b>Past Meetings</b>			
<ul style="list-style-type: none"> <li>• <b>April 23, 2010</b></li> <li>• Speaker: John Linn, Double L Business Auction Services</li> <li>• Topic: Auctioning off business if they are the point where they are closing down</li>   <li>• <b>Feb. 19, 2010</b></li> <li>• Speaker: Representative from Wells Fargo</li> <li>• Topic: SBA Loans</li> </ul>			

	<b>Orange</b>	
<b>Chair:</b>	<b>Cathryn Vallevieni</b>	
<b>Phone:</b>	<b>(714)633-0647</b>	
<b>E-mail:</b>	<a href="mailto:vrbb@cox.net">vrbb@cox.net</a>	
	<b>Meeting Day:</b>	<b>June 28, 2010</b>

	<b>Meeting Time:</b>	<b>11 am</b>	<b>To</b>	<b>1 am</b>
	<b>Meeting Location:</b>	<b>Plethora Businesses 2117 West Oranewood Avenue Orange, CA 92868</b>		
	<b>Cost:</b>			
<p><b>Next Meeting:</b></p> <ul style="list-style-type: none"> <li>• <b>June 28, 2010</b></li> <li>• Topic: Roundtable discussion of marketing techniques to obtain listings</li> <li>• Contact Cathryn Villevieni at (714)633-0647 for more information</li> </ul> <p><b>Past meetings:</b></p> <ul style="list-style-type: none"> <li>• <b>March 9, 2010</b></li> <li>• Speaker: Steven Benson from CABB</li> <li>• Topics: Demonstrating the new CABB online listings system</li> <li>• 26 attendees</li> </ul>				