Lennar Partners introduces Meridian, an ambitious and visionary commercial real estate project sited on the wide-open plain that once supported the former March Air Force Base. Meridian is slated to become a modern commerce center which will comprise approximately 16 million sq. ft. of commercial/industrial buildings valued in excess of $1 billion in real property value.

Lennar Partners Introduces Meridian at Former March AFB

Project Name Showcases Progressive Development Vision for Project; Lennar Partners Breaks Ground on First Phase Encompassing 250 Acres; First Commercial Buildings at Site to Include 600,000 Square Feet of Spec Construction Slated for Completion in January 2005

Commercial real estate development in Riverside County at the former March Air Force Base has a new name – Meridian, a term showcasing the project’s unique position in the global marketplace and its peak status as a location opportunity for companies seeking a business friendly environment for commerce in Southern California, announced Michael Mor-

continued on page 2

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Lennar Partners Introduces Meridian at Former March AFB

continued from page 1

 sis, vice president of development for Lennar Partners.

With this announcement, Lennar Partners revealed its specific plans for development at Meridian, offering vi

ual renderings of the business park and unveiling plans for 600,000 square feet of speculative develop-

ment with three independent develop-

ers during the project's first phase.

"Lennar Partners can now tie the vision for its new de-

velopment project and Meridian is the perfect title to communicate the pro-

ject's position in this leading econom-

ic region," said Morris, who with Lennar Partners Vice President Jim Cottrell, is leading the development of Meridian.

"Meridian and its bold logo ex-

press many project attributes. Glob-

ally, it attaches value to the neighbor-

hood and project's leading status as a Foreign Trade Zone. Locally, it

presses many project attributes.

"Meridian is "envisioned to be a

project and Mendian is the

square feet of speculative develop-

ment project and Mendian is the

first phase of development project and Mendian is the

600,000

square feet

produces the adaptive reuse of

March Air Force Base. The commerce

2003 ,

600,000

square feet

expected to be complete by January

2005 .

According to Cottrell, "Meridian offers location solutions for any size

companies look for space in to-

marketplace. We have interest

from users across the board—from

large corporate entities to small busi-

nesses—many involved in manufac-

turing, back office support services

and global commerce. We have pre-

pared sites capable of

hold-build-to-suit

building-to-suit facilities encompassing

meridian. Perri works on the ad-

reality that far sur-

visiting our

and the

will

interest users on a more

Commercial buildings valued in

Commitment

County

1,000-acre,

Port

1,000-acre,

to

millions

of

square feet

and

and

Perris

March Air Force Base. The commerce

parties from Riverside County and the

cities of Riverside, Moreno Valley and

Perri oversees the adaptive reuse of

March Air Force Base. The commerce
center also offers Foreign Trade Zone
designation, rail access and access to

major regional transportation corri-

dors, including freeways and the adja-
cent March Global Cargo Port.

According to Watt Cherosnower, a

member of the CB Richard Ellis team

responsible for marketing Meridian,

this project stands out in the region for

numerous reasons. "Meridian defines

the next phase of development in the Inland Empire. With attractive-

ly priced improved and entitled land

for build-to-suit development becoming

harder to find in many of the estab-

lished markets, we are seeing more

and more companies looking for

space options like those at Meridian.

"We can provide companies the opportuni-
ty to create custom facil-

ities. The Inland Empire is the only growth market

that will make sense for the Southern California community during the

next 10 to 15 years, and with

Meridian's global connec-
tivity, we expect the project to capture a sig-
nificant amount of inter-

net from companies look-

ing to take advantage of what Riverside County and an Inland Empire

location can offer."

What to do when the media calls

by Ross Goldberg

The mass media—newspapers, television, radio and now the Internet—is the single most powerful way for

any company to tell its story and to build broad-based name awareness. Coverage through the media carries

an inherent credibility that far surpasses direct mail or advertising and does so in a cost-efficient and imme-

diate manner. At the same time, however, working with the media is a road sprinkled with many potential

hazards if you're not careful.

The best way to increase your likelihood of getting a "good story" when the media calls is to follow

some basic rules of the road. Although every reporter, every interview and every situation is different, here

are 10 things to remember:

1. Determine whether this is a story in which you want to

participate.

Although it is flattering to be
called by the media, not every

story is one worth doing. Always

find out the nature of the story

that the reporter is pursuing by

asking about the story angle and

who else is being interviewed in

the interviews. In all likelihood, unless the story is investigative in nature, chances are it represents an

excellent opportunity to obtain free publicity for your organization. If a reporter is doing a story that is

investigative in nature and it has

the potential to be embarrassing or damaging, you may want to obtain professional PR counsel to
determine how to proceed.

continued on page 6

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COMMUNICATIONS TECHNOLOGY INTEGRATORS

CONTINUED
More Than $1,000,000 Distributed at Tribal Donation Ceremony

Stephen Wagner, Director of the Mark Christopher Charity Classic

by Cliff Morrison

Stephen Wagner, director of the Mark Christopher Charity Classic, presented by Adelphia, will provide over the event that occurs from Sept. 27 to Oct. 3 this year at Rancho Cucamonga's Empire Lakes Golf Course that will benefit numerous charities.

The event was originated in 1994, said Wagner, and will also be televised internationally on the Golf Channel, benefiting such charities as Loma Linda University Children's Hospital, the Hungry and Shelter the Homeless, the Assistance League of Football Communities, and the Rancho Cucamonga Community Foundation — as well as the Empire Lakes Golf Tournament.

A total purse of $450,000 will be divided among the top 55 players, Wagner added, with $81,000 going to the champion or co-champion.

A part of the PGA's Nationwide Tour, the event has over 100 sponsors, said Wagner, including Nationwide Insurance, the Mark Christopher Auto Center, Specialty Brands, Canon, the crisps of Rancho Cucamonga and Ontario, GMA, GM-Chevrolet, Arrowhead Water, Loma Linda University Medical Center, the DoubleTree Hotel in Ontario, and others.

The tournament raised a present total of $139,001 for its 2003 season, Wagner said, and the goal for this year is to exceed $200,000.

An asset to the tournament's economic performance is the concentration of the people interested in getting as many larger sponsors as possible, Wagner said. "When you get big companies to sponsor the event," he stated, "you can do things you couldn't do before." As examples, Wagner cited the fact that the event once had only one skybox available whereas it currently has 30 to 35 and that 28 restaurant companies now provide food for the event compared to merely one, previously.

Multi-year sponsorship agreements with Empire Lakles Golf Course, the Golf Channel, Nationwide Insurance, and the Mark Christopher Auto Center and Adelphia have been obtained as well. Wagner said giving the event a firmer base on which to be organized than the previous one-year event.

This year's event will require the services of more than 200 volunteers, including a number of local volunteers, said Wagner. "We are proud to be able to contribute back to the community in this way," said Tribal Chairman Richard Miller.

"This is our ninth Tribal Don­ nation Ceremony, and it represents a very important day of giving for us all," said the event that occurs from Sept. 27 to Oct. 3 this year at Rancho Cucamonga's Empire Lakes Golf Course.

From the Cathedral City Youth Baseball League, a first-time recipient, to the Palm Springs Unified School District, the event applies for grants to support community programs. After a special committee of the tribal council reviews the applications, gift decisions are made. This year, the applicants are notified that they will receive a contribution on the tribe, and that they should send a request letter to a breakfast buffet called the Tribal Donation Ceremony.

The event itself has an element of suspense and surprise, because the recipients do not know the amounts they will receive. At the recent ceremony, several representatives from the recipient organizations were moved to tears as they realized that the contribution from the tribe was several times more than they had requested.

One of the programs being supported by this year’s event is the Palm Springs Rotary Club's "Shoes for Kids" program, which gives thousands of shoes to school children. Another is the Jeffrey Sandholm Memorial Community Crisis and Help Line; the only crisis intervention service operating in the valley and High Desert, offering free and confidential crisis intervention 24/7. A contribution was made to the Palm Springs Unified School District, which will use the funds to purchase science books for all 1,700 ninth-grade students in the district.

In addition to the donations distributed, Riverside County will receive $16,500 from the Special Distribu­ tion Fund of nearly $100,000 in contributions made by 28 California tribes. The Agua Caliente Tribe contributed approximately $81,000 to the fund. Senator Bill 621 designates a portion of the fund to the Coachella Valley for local fire, police and road mainte­ nance. Senator Jim Bairstow for his help and support of the passage of SB 621. This is the ninth year the Agua Caliente Band of Cahuilla Indians has held a Tribal Donation Ceremony and the total contribution to organizations in the community now totals more than $7.6 million.
What to do when the media calls

continued from page 3

4. Control where the interview is going.

Take the initiative to bring up issues you think are important. Avoid technical jargon that may not be clear to either the reporter or the audience. Give examples or anecdotes that provide color to your points. Speak at a pace that will allow the reporter to take notes. Look for signs as to whether or not what you are saying is being properly understood.

5. Remember that you always on the record.

Even before a reporter asks her first question, and long after he turns off the camera, never say anything you wouldn't be okay with seeing on the front page of the newspaper or on the evening news. Investigative journalists are sometimes actually taught to act as if the interview is over, but continue rolling the camera to see what might tumble out of the suspect's mouth once he thinks the interview is over. In short, be on your toes.

6. Consider the reporter's perspective.

Editors are stories that are unique, timely and dramatic. Reporters look for new information that has meaning, interest or significance for their reader or listener. They also like a local angle or real life stories that help bring their point across. Televised reporters seek quick sound bites. They like to make your pomt. And once you've made your point, stop to make your pomt. And once you've made your point, stop.

7. Question or challenge false or incorrect information.

Don't feel intimidated about correcting false assumptions by the reporter in the record straight by stating the facts, but don't get into an argument. Such exchanges may damage the story, but they also keep the reporter from publishing a story. If you are presented with a question to which you want to answer first. Keep notes, statistics or charts in front of you (the reporter will have theirs) to be sure of all your important points are covered. If you can't bring down your jaw and say what you think, relationships with the media. Ultimately, they control what will get written or aired. If you are Bentley. if you don't get into an argument, you don't say. If you don't understand a question, ask the reporter to repeat it. If you give a detailed listing of a story, keep the answers you want to answer first. Keep notes, statistics or charts in front of you (the reporter will have theirs) to be sure of all your important points are covered. If you can't bring down your jaw and say what you think, relationships with the media. Ultimately, they control what will get written or aired. If you are Bentley. if you don't get into an argument, you don't say. If you don't understand a question, ask the reporter to repeat it. If you give a detailed listing of a story, keep the answers.

8. Don't underestimate the power of body language.

Facial expressions, tone and other non-verbal cues communicate confidence. No matter what you say, it will be conveyed later. Go with the gut.
"My mom (Margie Canez of Covina) inspired me," Espinoza stated. "She runs a small business and was always involved in helping people deal with 'the upper echelons.' We were always looking for appliances and furniture, so I asked my mom for some sources. Well, soon my garage looked like a warehouse after I had all the furniture shipped in.

Espinoza had opened Pandora's box and needed a way to control the chore, and the neighbors weren't too happy, either, what with all the traffic and goods and added traffic. She advised, "Open your own business." Her daughter started studying the furniture business, in addition to her real estate and other investments. She realized that invent products to fit the niches in people's lives that large companies can care less about.

But that is another story.

She ordered through catalogs at first and helped clients design a living room or bedroom and then worked closely with the source. She returned to various manufacturer's furniture and that opened up new possibilities. Espinoza is a true "people person," and explains that, to deal with the public and helping them fulfill their dreams comes from her heart.

"It was a journey," she remembered. "We do something different and can sell in volume at the best prices. We offer a little bit of everything: model home decor, video games, furniture for your client's house — whatever they ask for. We take the time.

It takes a lot of time and effort to work with special orders, but Espinoza loves it. She keeps reams of sketches of their fabric to suit every taste, within arm's length, so she can show the clients just the way they are ordering. Service is paramount, she knows. "They leave so happy, because they are getting exactly what they want and know they couldn't do it themselves."

S & L also services clients in Palm Springs. She ships the items from her warehouse in Ontario directly to the clients in the desert.

And her "secret weapon" all along was her mother, Margie, who has worked for Rogers for 18 years, and could advise her daughter about what was selling and what was not, and the ever-changing trends in colors and styles. "She knows what people want and what their needs were," Espinoza said. Canez helps her daughter and friends sell-in-laws, Leslie Espinoza, in their store. Daughter, Sandra Canez and granddaughter Sara Espinoza are also part of this family enterprise. Canez is the mother of eight, and her life experience has been invaluable to her children, all of whom are successful. Sylvia and Lorena are also the parents of Robert, 25, who is the manager of a local video game business. Business some runs in the family but Sara, 11, has plans to become a family law attorney, who could also be handy!

The Espinozas are residents of Ontario and volunteer in their community and support Little League and soccer and Bon View Elementary School events. The company aided in the relief efforts after the recent fires, along with many others. The Espinozas always try to make a difference. After all, they have a great mentor, Margie. S & L Furniture Outlet is located at 2315 S Grove Ave., Ste. B in Ontario or call 909-947-1909 or 909-217-7725 in Rancho Cucamonga or visit S&L Furniture at aol.com.

"Had laws been made to prevent, we never had been branded '49; for not to have seen 'im is 'injustice." Sir William Davenant 1606-1668 9331 BASELINE ROAD, SUITE 110 RANCHO CUCAMONGA CA 91730 (909) 960-1100 • FAX (909) 941-8610 9331 BASELINE ROAD, SUITE 110 RANCHO CUCAMONGA CA 91730 (909) 960-1100 • FAX (909) 941-8610

Sylvia Espinoza, Business Entrepreneur Extraordinaire

Photo by Georgine Mannerino
May is the month of Mother’s Day. Since I have already told you the story of my father, the fireman, let me now tell you of my mother.

She was a woman of what Tom Brokaw called “The Greatest Generation.” But she was a woman. She stayed stateside while my father went off to defeat Hitler. My father’s sister, my Aunt Mary, was convinced that mom was one of those women who were marrying GIs just before they went overseas in hopes of collecting a $10,000 Army life insurance policy. But mom was there when dad came home.

They met in the ER at St. John’s Hospital in Cleveland. It was not uncommon then, as now, for the nurses to date the physicians. Shortly after the end of the war, I became one of the first of the baby boomers. Sometimes af­ter my sister was born in ‘43, she would be dragged in a contracted polio. The doctors said she would probably never walk again. She would definitely have no more chil­dren. But Mom was an R.N., a registered nurse. They never believed the doc­tors, so she walked again and had three more children—my brothers, John, “Charlie” and Marv.

Then she took on the Jesuits. She attended John Carroll University in Cleveland. They only allowed women into the night school and only if they were married. Mom came in under that ruling, but those classes that went only during the day. The nurses that I dated three years later owed my mom a debt they would never understand.

After graduation, she broke open the gender-specific alumni association. She showed them her class ring and explained that she had worn that right to join.

Mom went on to head up an OR/GYN department and become head nurse at a teaching hospital for student nurses, who would follow her ex­ample.

She made more money than my father, worked longer hours and held higher positions of authority. Dad, however, had no problem with any of that and mom, in turn, never needed an ERA or affirmative action program to per­mit her success.

Her Irish/French roots gave her a beauty beyond mor, but she smoked a pack a day, drank Southern Comfort and her language had a propensity for colorful and adult phrasing. Still, she held to her faith and was buried in the habit of the Third Order of St. Francis.

She was, in fact, a woman before her time. Her career started when nurs­ ing was considered a worthwhile career, so why not spread your in­vestments around a little? Twenty-five dollar gifts to 10 people might not cost the same as a $250 gift to one person presently on top. The law of regres­sion suggests that the lock will eventually open and a regression towards the mean will occur, making that somewhat future oriented and arrogant. Wouldn’t a better option be to invest in a below average scenario, so that when the trend line regresses towards the mean it is an up tick instead of a down tick from where we are now? No, my mind has not been affected by any of the data­sets that people today write off as youthful folly.

In the end, it took about six debilitating diseases to bring her down, and even then she insisted on flying to Seattle to walk around White Bluffs Island picking blackberries with her grandchildren.

In many ways, she spoiled me for other women. Weakness makes no sense to me. Women who need providers seem incongruous. Women who ask are superior to the Brooke Shields, going off to do something to improve their lot in life like stalkers, by comparison. It may be true that I expect women to be self-sufficient and self­-actualizing. If so, I guess I have only my mother to blame.

—J. Allen Leinker

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COMMENTS

Does Backing a Winner Go Against the Buy Low and Sell High Strategy?

by S. Eric Anderson, PhD, MBA

How much sense does it really make to chase for a winning sports team? Ac­cording to Jerry Seinfeld, the buyer and sell teams, players are traded, coach­es are fired, uniform colors change and franchises move from one city to an­other. So what are you really cheering for?

It seems that the only constant it that everyone loves a winner. Fans will con­tinually talk about their team and buy licensed sports gear so that even people who can see that they are backing a winner.

Fans want to jump on the bandwagon and don’t seem to care that a winning team gets more attention and success in a significantly higher fan-to-athlete ratio. If there is support for an underdog, it typically dies down to do with the wins and losses rather than the fans merit to the player on a perpetual lose. Why not support a losing team who would be more appreciative of the support and can provide the fan with more attention, due to a lower fan-to-athlete ratio?

Stock analysts seldom recommend buying a stock with high-price-to-earn­ings ratio, so why support a team with a high fan-to-athlete ratio? Why sit in the nosebleed sections when you can sit on the 50-yard line? Still, most prefer to be ignored by a winner than recognized by a loser. It is almost understandable as to why this phenomenon exists in sports, since so many have their self-esteem wrapped up in it, but why does it continue in “Corporate America” and elsewhere?

Why do we support those who are on top and at times give presents to those who graduate from college, get married, get a job promotion or have a birthday? Most want to support a winner and the up-and-comers in order to benefit per­sonally. However, supporting those on top makes as much sense as invest­ing in stocks when the financial markets are peaking. Those on top are keenly aware that the recent fair weather support is due to the fact that they are now on top.

Just as bargain hunters search for low-priced stocks, the smart money is be­ing invested in those who are presently not on top, realizing that it would take much less of an investment to get their attention and appreciation.

“Harebrained is a worthwhile strategy, so why not spread your in­vestments around a little? Twenty-five dollar gifts to 10 people might not cost the same as a $250 gift to one person presently on top. The law of regres­sion suggests that the lock will eventually open and a regression towards the mean will occur, making that somewhat future oriented and arrogant. Wouldn’t a better option be to invest in a below average scenario, so that when the trend line regresses towards the mean it is an up tick instead of a down tick from where we are now? No, my mind has not been affected by any of the data­sets that people today write off as youthful folly.

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M MAY 2004 BUSINESS JOURNAL • PAGE 10

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LOCAL NEWS

Cultural Center Receives $1 Million Pledge

Signing a $1 million pledge to the Victoria Gardens Cultural Center re­cently, the Lewis Family announced their plan to donate $1 million to the playhouse during a ceremony at Lions Center West community center.

The pledge is the first $1,000,000 sponsorship of the proj­ect. Scheduled to open in spring 2006, the venue will be known as the Lewis Family Playhouse.

“Victoria Gardens Cultural Cen­ter will be a lasting treasure for our community,” said Richard Lewis, family heir to the Inland Empire­based Lewis Group of Companies. “It will provide decades of enjoyment for families throughout Southern Californ­ia. We’re honored to be a part of this tremendous project.”

The Lewis Family Playhouse is a vital component of the Victoria Gar­dens Cultural Center. The Cultural Center will be a major anchor of the Victoria Gardens Shopping District currently under construction at foothill Boulevard and an existing Lewis shopping center.

The shopping district is being de­veloped as a joint venture between Forest City Enterprises and Lewis Re­tail Centers, a member of the Lewis Group of Companies, which is slated to open in fall 2004. Construction for the Victoria Gardens Cultural Center, which includes the Lewis Family Playhouse, is also anticipated to begin in fall 2004.

The Lewis Family Playhouse will feature a 540-seat performing arts the­ater for community theater groups, lo­ocal schools and dance groups as well as serve as a professional theater for young audiences.

“This center is a place where arts, music and dance have been stripped away from our schools,” said Rod Gilfly, international opera singer and Rancho Cucamonga resident. “This special place will in­spire young people across the country to discover how exciting the perform­ing arts can be and how much we can discover about the world and our­selves through it.”

In addition to the Lewis Family Playhouse, the Cultural Center will of­fer a 23,000-square-foot, full-service library and a 400-seat multi-purpose event venue. The Cultural Center will be built on three acres.

The Rancho Cucamonga Com­munity Foundation and the Rancho Cucamonga Library Foundation launched a program called Promoting Arts and Literacy (PAL) to provide monitory support that will enhance library and arts pro­gramming at the new Victoria Gar­dens Cultural Center.

The PAL campaign has set a goal of raising $3 million for the Cultural Center. With the Lewis family’s dona­tion, more than $2.3 million has been raised by the joint efforts of the two foundations.

“It’s a great honor for us to do this, and we hope it’s the start of many more pledges,” said Lewis.

Reach Communications Group Wins Four Polaris Awards

The Reach Team, including Echo Media Group, Winter Media and Promethean Partners, Earns Top Honors for “Las Vegas Monorail Monster on Track” Campaign

Reach Communications Group, LLC, earned four Polaris Awards at the 2004 Public Relations Society of America’s (PRSA) Inland Empire Annual Awards on April 21 for its entry of the Las Vegas Monorail’s “Monster on Track” public relations campaign. Among the awards received was the coveted Best of Show Award, in which the team was the first in history to receive a perfect score. Reach Com­munica­tions Group, LLC, is a conglomerate of marketing, public relations and media companies, including Multi­tain-based Echo Media Group, La­guna-based Winter Media and Promethean Partners. The Polaris Award is the top award devoted to campaign entries.

The “Monster on Track” public rela­tions effort focused on enhancing overall awareness and providing educa­tion­al or professional develop­ment with the media.

Media Relations - For efforts focused on enhancing overall awareness and providing educa­tion­al or professional develop­ment with the media.

Special Event - For commemor­ating a special opening or activity.

PRSA Inland Empire President Tom Phillips presented the awards to Echo Media Group’s Jim Cottrell, the team’s managing principal, Kim Long, and her colleagues at the awards’ ceremony. The Polaris Awards are the Inland Empire’s only annual awards program exclusively recognizing the best pub­lic relations programs and tools created by professionals and those with clients in the Inland Empire.

The campaign was judged by a panel of accredited com­munica­tions professionals and evalu­ated on the merits of creative strate­gies, search, planning, execution and evalu­ation among other programs from the Inland Empire.

“The [judges] judging chose the "Unveiling of the Monster Energy Train - Las Vegas Monorail" campaign as the "Best of Show" for a variety of reasons,” said Phillips at the ceremony, reading from the judges’...
Ten Lessons for Job Hunters From "The Apprentice"

Some Hints for Getting the Job You Want

Applicants can beat competitors for a job if they follow these tips from The Five O’Clock Club’s job-search strategy. The contestants who didn’t get the job on “The Apprentice” made some fatal mistakes, according to Kate Wendleton, president of The Five O’Clock Club (www.FiveOClockClub.com), the nation’s premier career coaching and placement firm. "Arrogance and a misunderstanding of basic human nature were obstacles many contestants raised for themselves," notes Wendleton. "When you’re on your job search, pay attention to what’s going on with the people you meet, show consideration and compassion for others, and be professional in every single way," she adds. Here are her guidelines:

1. Bosses want to hire people who are like their current team. Trump didn’t want to hire someone who thinks like the company. Trump wants someone who values teamwork, loyalty, and integrity.

2. Pay attention to what the boss says is his/her company values. Trump says he wants loyalty, doesn’t like back-stabbing or continued on page 38

Lennar Partners is an operating unit of LNR Property Corporation (NYSE: LNR), a publicly-traded commercial real estate company with a diversified portfolio of properties, with a focus on developing and managing commercial real estate, including retail and industrial space, in the United States. In 1990, LNR Property Corporation was formed as the commercial property division of Lennar Corporation, a leader in the development, acquisition and management of residential and commercial real estate in the United States. In 1997, Lennar Partners separated from Lennar Corporation, becoming an independent operating company. Although LNR Property Corporation is now a distinct company from Lennar Corporation, both entities continue to work together and complement each other’s interests in mixed-use projects.
The World According to Google

by J Allen Lembarger

In the beginning there was the World Wide Web. It was designed as a way for propeller heads from Cal Tech to talk to propeller heads from M.E.T.

Then Prodigy and America On­ line and CompuServe allowed the rest of us to access the Internet. A nifty idea on AOL called keyword let people reach certain sites, like "Star Trek," directly, without having to type in the entire HTML address. As these systems became the gate or on-ramp to the Net, new systems came online to help us find the ever-growing number of sites to the "N-Files" or Elle McPherson.

Soon came such "search engines" as Jeeves and Lynx. To a limited degree they can find certain things out there for you. You must remember this thing. If it's out there, Google will find it for you. And it can even find things that you should have found by now anyway.

Need directions from Magrump? Google it. Can't find eBay or CNN? Google it. Wondering about that funny joke on last week's E.R. Type it into the Google window and hit ENTER.

Just as the Web page has replaced the 400 number for convenient shopping, so too has Google given us the ability to research topics like the "Cure of the Babe" or the "Wrench of the Mary Doore." There are other programs designed to help you find things. Apple's Safari and the MS Commerce page comes to mind. But the one out front has to be Google. Like Xerox and Kodak before it, the name is designed to be like nothing else you know. Maybe you should look up Google on Google.

On another topic entirely, Apple's iPod may be the best thing they have ever come out with. I have mentioned the failure of the Lisa and Cube computers and the Newton, which came out about 5 years before the Palm Pilot. Now the iPod is so hot that there is reportedly a serious back­ log of orders.

Success breeds contempt and Apple is facing a lot of that. Other MP­ 3 makers are demanding that Apple make its iMusic Store, which feeds the iPod compatible with other hands and the Beatles, of all people, are considering suing. It seems that the Apple name was agreed to by the "Yab Gang" as long as it did not conflict with their record label.

That's right.

Apple Records. (Check your White Album.)

How long will this one take to get out of print? Only the lawyers know for sure.

Stick to Your Resolutions With an Action-Based Plan

by Joe Takahashi

When someone says the word "resolution" you immediately think of if you're like most people, feelings of unrest accompanied by visions of change and smart goals dance through your head. The trouble is, when you set a goal for the year after year, most plans for self-im­ provement, whether they be in terms of health or income or on­ the­market, will not see fruition.

For example, let's say on Monday you vow to lose weight, but by Tuesday you're attacking the Nutter Butter sandwich cookies with the aggravation of a 10-year-old boy who knows that Wood's golden ticket is inside the package. Or maybe you resolve to work out like aMarine, but you quickly find the first excuse you can think of to cheat. If any of these scenarios sound familiar then your problem lies in your approach.

Everyone starts strong-on the first day of their resolution, but within about a week most people are back to where they started.

In truth, these people miss their goals because they don't base their resolutions on behav­ ior changes.

For example instead of saying, "I'm going to work out like a Marine," formulate a simple and easy­ to-follow plan, such as, "I'm going to the gym three times a week.

What is the best way to set goals and achieve them? Starting with a behav­ ioral-based plan is key. Motiva­ tional pioneer Earl Nightingale pro­ vided insight on this when he said that we are happier when we're setting out on a mission. People are always bet­ ter off when they're climbing, think­ ing, and working toward improving themselves. Nightingale, who still mo­ tivates thousands of people every day, long after his death, defined success as "The progressive realization of a worthwhile ideal."

You are better when you're productive, and your self-es­ time will increase as a result of achievement. Here are some sugges­ tions to crossing from your own approach to goal setting and planning.

Create a Laundry List

Think of what you want to ac­ complish in the next year, personally and professionally. Mark the goal to lose weight, or get promotion, or save enough money to finance a new car. Whatever you want, make sure your goals are achievable, realistic, and measurable. Put a value on your goal. For example: "Lose 10 pounds," or "Save $5,000 for a down payment." A measurable value gives you a better chance for actually reaching your goal. Progress. Compare your progress to your goal value periodically so you'll always know where you stand in terms of your progress. A value can also serve as a limit. For example, limit yourself to one drink or one dessert per week. When you save that one treat for the perfect time, you'll keep yourself on the right track.

Make a Plan

Make sure you have a plan to back up each of your goals. Identify each item on your list with an action. For example: "Put in three bar­ rows, then planting to work can be your action plan. If your goal is to quit drinking, then staying out of bars by your action plan. Keep the idea of quitting alcohol in mind. This is a critical part of having a plan. When your resolution is visible, it's as fresh in your mind today as the day you wrote it. You'll automatically work toward the goal when it is right in front of your face. No Super Bowl champ goes out in the end of football season with a game plan. What's your plan?

Don't let your resolution end up like all the others: a big failure. Keep your resolutions this year by making realistic, behavior-based goals. Commit­ yourself to your plan by writing it down, and then post your goals in a highly visible location where you can't ignore it. Use these tips for keeping your resolutions and you'll reach your self-improvement goals this year and in the future.

Joe Takahashi speaks at sales meetings and national conferences helping or­ ganizations with morale, productivity, and increasing profits. He also serves as director of corporate relations for Robert Morris College. Contact him at joe@joejoe.com

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Setting Priorities

Then ask yourself: "If I could do only one more thing before I was called out of town for a month, what would it be?" Then this becomes the second thing you circle on your list.

Perform this exercise five or six times until you have sorted out the most critical priorities on your list. Then number each according to its importance.

With these priorities, you are now ready to start working toward the achievement of your major goals.

Another popular method for set­ ting priorities on your list, once you have determined your major goals or objectives, is the A-B-C-D-E method. You place one of those letters in the margin before each of the tasks on your list.

"A" stands for "very important; must do; severe negative consequences if not completed."

"B" stands for "important; should do; but not as important as my 'A' tasks, and only minor negative consequences if not completed."

"C" stands for "nice to do; but not as important as a 'A' or 'B', and no negative consequences for not completing."

"D" stands for "delegated, or assign to someone else who can do the task in my place."

"E" stands for "eliminate, wherever possible."

When you use the A-B-C-D-E method, you can very easily sort out what is important and unimportant.

This then will focus your time and at­ tention on those items on your list that are most essential for you to do.

Once you can clearly see the one or two things that you should be doing above all others, just say no to all diversions and distractions and focus single-mindedly on accomplishing those priorities.

Much stress that people experi­ ence in their work lives comes from working on low-priority tasks. The amazing thing is that as soon as you start working on your highest-value activity, all your stress disappears.
Have No Fear of Public Speaking

by Joe Takacs

According to studies of American adults, public speaking is the most common human fear—more common than dental fear. In other words, most folks would rather be the person lying in the coffin than the one delivering the eulogy. Something is going very wrong here.

Speaking and presenting to a group of people can be much easier than one might think. A wise woman (who, incidentally, happens to be the author's mother) once said, "Act confident, and the audience will think that you are confident. When you see that they are confident in you, you will become more confident in yourself.

The ability to successfully communicate in public is a key determinant in the success or failure of many careers. Not just those in the speaking industry. Whether you're addressing the boardroom or corporate headquarters or announcing your big job at weekly staff meetings, it's time to focus on getting some public speaking experience.

Let It Go!
The first thing you must realize is that you have no control over the audience's reaction, so why worry about it? Granted, it's natural to want the audience to accept and respect you. That feeling about being accepted and wanted by the weather. The same thing can do to the perception of those around you: absolutely nothing. Don't let it bother you.

Once you grasp this mindset and shift it into your head, a tremendous feeling of relief and satisfaction will follow. You may also want to consider practicing some relaxation exercises for added peace of mind. When you adjust the important part of your approach to public speaking—your attitude—you can focus on honing your craft.

Solid Strategies

Successful presentation skills extend far beyond standing in front of a group and sharing information. To speak effectively is about showing a natural enthusiasm and connecting with every group you encounter.

The following tips are the "little things" that make a big difference when speaking to a group of people. Incorporate these tips into your approach with every group you address—from the back of the room to the podium, and you will elevate your success to a much higher level.

Smile: When you look happy, people smile. If you're happy, they'll feel happy. It's a win-win situation.

Remember names: It's a simple step, but it's effective. Effective is the key word. Even if you only remember one name, when you see the person, you'll feel more comfortable.

Learn and remember names: Effective now, more energy on learning names than you ever have before.

lntroduce yourself: Serie, accomplish a number of things. It increases your confidence, humanizing your audience, and it makes people associated with you feel more personal. More personal to say to a group, "Joan, what do you think?" as opposed to "You all have a trip down the big glasses has a question."

When you engage in your pre-speaking networking, try to develop relationships with people who remember people's names. For instance, let's pretend you meet Ben Edmonds, someone in youropinion has a blue ballpoint pen behind his ear. In your mind, repeat something catchy, like "Blue Pen Ben," have it with if you practice this technique, you'll gradually increase the number of people who know you, which will help you to further relax.

Include everyone: Now that you are familiar with your audience, try to include everyone in your presentation. Communicate that they are all integral parts of the learning process. Make eye contact with everyone and do so with "kindliness"—a combination of confidence, courtesy, and respect.

Tune in, Read: Be active in your reading. While you are speaking, no matter how serious the subject matter of your presentation, a pleasant smile is an outstanding tool for gaining the other audience members' attention. Again, engage everyone, so that everyone feels significant.

Use your creativity: Everyone is creative. Take some chances and break the monotony of the everyday routine. Tell a personal story and share some jokes, but be careful! Be smart about the kind of humor you use.

Have fun: Have a real passion for what you're doing. Make others feel the same passion.

Talk the talk: GET EXPERIENCE! We learn the fastest through practice. The more you practice, the less you need to practice.

Gioeli: We provide merchants with a seamless end-to-end solution to their customers' doors. We handle the entire transaction through a seamless set of processes. That provides them with the savings of many current systems.

NovaPonite: NovaPonite is located at 200 E. Francis Street, Ontario, CA 91761; Fax: 909-930-3030. Visit us at www.novapontepoint.com or www.novapontecom.
Not-for-Profit Chela Education Financing Launches Financial Aid Hotline
Launch includes $50,000 in scholarships for California college-bound high school seniors and college students.

In today's economic environment, it can be difficult to cover the rising cost of education. Families are faced with more challenges than ever before, and the financial aid process can be confusing and hard to understand. With that in mind, California's not-for-profit education finance provider, Chela Education Finance, offers a unique financial aid answer center at a time when families must address how to pay for the upcoming academic year.
The new California Higher Education Financial Aid Answer Center (866-772-4352) is a free, not-for-profit service established to help students and families make informed decisions about paying for college. The hotline offers fast, informed, and unbiased answers to questions such as:

- How do I understand my financial aid award letter?
- What is the difference between Stafford and PLUS loans?
- How do I find the lowest cost student loans?
- What if my financial aid package does not cover all of my education costs?
- Where do I find scholarships?

To launch the hotline, the California Higher Education Finance Aid Answer Center is also offering a scholarship program open to all California students attending college in the fall of 2004. Ten $5,000 scholarships will be awarded through Chela, as their way of helping the job hunter within reach of California students.

For more information about the California Higher Education Answer Center or Chela Education Financing, please call 866-772-4352 or locate@finans.com.

Ten Lessons for Job Hunters From “The Apprentice” Some Hints for Getting the Job You Want

whiners or complainers; his man-agers must dress appropriately and be predictable—no loose can-toms.

4. All companies want team play-ers who play well together. Being late for a meeting or even not filling their plate with enough or didn’t pull their weight, you knew they were out.

5. You’re always being interviewed. If you’re rude to a receptionist or a customer, you may con-sider important, remember that you can simply go to the boss and say, “I’m having an interview” or “I’m interviewing you all the time— including your peers.

6. Along that same line, business parties are all business—they are not parties. This is no time to re-lish. Watch what you say or do if you are invited to a company lunch or seminar.

7. Show respect for your peers. In real life, the women who get the interviewmg and outplacement firm.

8. In real life, the women who get the

9. If you have to fight to get the job. If a person didn’t defend him—or herself, that person was gone. At The Five O’Clock Club, we urge job hunters to write proposals af-festions, on an average, within 10 ses-sions. Professional counselors and peers provide insight, assessment, ad-vice and contacts on both individual and group bases. Phone (212) 286-9571 E-mail. Fire@FiveOClockClub.com. Please visit www.FiveOClockClub.com.

Kate Wendtton, a nationally accli-mated careers columnist and frequent media guest (“The Today Show,” CNBC, CNN, etc.), is an authority on job search and career development. She has been a career coach since 1978 when she founded The Five O’Clock Club.

The Five O’Clock Club, 500 East 44th Street—Suite 66, New York, New York 10016, is a national career counseling and outplacement firm. Com-posed of branches that most weekly across the country, the club’s unique methodology—based on 20 years of research and managed by chief oper-ating officer, Richard Bayer, Ph.D.—helps regular attendees find new pos-

10. After you get the job, you get measured by results, but also by leadership style. You produce, but if you do by alternat-ing your peers or those under you, bosses will discount your win.

Collected hosting means that you purchase a server from a hard-ware vendor, like Dell or HP for ex-divide, you supply the hardware to the host. The host will then plug your server into its network and its reduc-tion for your systems. The host is respon-sible for making sure its network is available, and you are responsible for the performance of your server. Good hosters will offer management contracts to their colla-boration clients so that you can rely on the source of the support to them and come to an arrangement similar to managed dedicated hosting. Most collocation hosts do not offer this service, however.

Unmanaged dedicated hosting is very similar to collocation, except that you lease a server from a host dukus. This starves the present or even more, but not if you pay all for exchanges in in services. The host is responsible for all support and maintenance of your server. Good hosters will offer management contracts to their collaboration clients so that you can rely on the source of the support to them and come to an arrangement similar to managed dedicated hosting. Most collocation hosts do not offer this service, however.

Here are some tips to help you make the right decisions:

1. Understand the distinctions be-tween shared, collocated, unmanaged dedicated and managed dedicated hosting so you choose the one that is right for your business.

It is crucial to understand the difference between the types of hosting of-fered. As the hosting industry has matured, hosting offers have split into four different categories each with its own strengths and weaknesses.

Shared hosting (sometimes called virtual hosting), means that you are sharing one server with a number of other customers. The old saying “you get what you pay” applies to most things in life, and hosting is certainly one of those things. When you order your price, you run the risk of ending up with a host that will provide you with a connec-tion to the Internet and little else in terms of support and even that connec-tion may be running at maximum capacity or have uptime issues.

5. Make Sure Your Host Has Fully Redundant Data Centers. When dealing with smaller ven-tors, make sure that they have their own data centers and that those data centers are fully redundant in terms of power and connectivity. Here are a few questions to ask:

- How many ways do they have coming into the facility?
- What is the average utilization of their connections?
- (No matter how large the connection, it is if running at maximum capacity it will be slow.)
- Do they have redundant power to the servers?
- Do they have a generator on-site?
- How often do they test their generator?
- What kind of security measures do they have in place for the network?
- What physical security do they have? What happens if all the suppression systems do they have in place?

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- How long has the host been in business?

It has been known to happen unfortu-nately, which is why it is important to do your homework and ask the right questions.

2. Ask If Your Potential Host’s Network Has Blackholed.

Many hosts care little about who is actually hosting on their networks, so long as all the trouble on the network still means many holders will allow pets, SPAMMERS and servers that could cause issues on their network for the sake of the dollar. Even if you are to place ethical issues aside, this has a negative impact on cus-tomers in general, however, when a network gets blackholed for spamming, for example. Getting blackholed means that other customers will also be blackholed. These are unmanaged dedicated hosting, that may be hosteds and redistribute that originates from IPs that are blacklist-ed. Some hosts have a number of en-tires (up to 256 IPs) network redistribu-te your IP to new clients. That means that your business relies on legitimate closed loop to e-mail marketing or drive sales, being on such a network can seriously hurt your capa-bility to turn a profit, and that your e-mail may never get to its destination. Check with any host you are con-sidering if they have any customers that have service, since many clients are paymg for usc the majority of support and maintenance of your server. Good hosters will offer management contracts to their collaboration clients so that you can rely on the source of the support to them and come to an arrangement similar to managed dedicated hosting. Most collocation hosts do not offer this service, however.

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- Is current ownership the same as always?
- Are they profitable and cash flow positive from operation-generated revenue?


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Morongo Tribe's Topping-Out Ceremony Marks Major Milestone

The Morongo Band of Mission Indians of California celebrated the topping-out of the new Morongo Casino, Resort & Spa with the hoisting of the highest piece of structural steel on the resort’s rooftop. Featuring four-star suites and rooms, multiple restaurant facilities, a nightclub, spa, ballrooms, convention facilities, retail space and a pool oasis, the 600,000-square-foot hotel and casino is the largest economic development project undertaken by the tribe.

According to Morongo tribal chairman Maurice Lyons, the project exterior is now 90 percent complete. “We’re proceeding towards our deadline. We are on target to turn them over to our general contractor in March, and we anticipate them opening in November,” Lyons said. “It’s a beautiful and unique design inspired by the Native California Valley People. We believe the new resort will be a piece of paradise to the desert.”

Achieve Results, Rather than Do the Minimum

How many times have you heard a leader in real-life or fiction demand, “Do the minimum or get out of here!” Many times, organizations chart and job descriptions push people to do minimums. They give people the idea that they are getting paid and using their skills to perform a defined function of the job instead of focusing on the overall mind set leading people to believe that if they perform their functions they do what they’re supposed to do, whether or not the result was achieved.

On the other hand, effective leaders expect more. They know that people must focus on achieving the results. They lead people beyond the boundaries of their jobs. They ensure that people are relentlessly pursuing results by creating an environment that motivates them to ask, “What else can I do?” and “How can I do it” over and over until the results are achieved. Rather than treating the circles as mutually exclusive, they manage their people so that “their job” is to achieve the results. The daily activities that comprise people’s jobs must then be aligned with the targeted results. This mindset can become part of the culture only if people are consistently held accountable andexpected to achieve the job they are to perform.

Accountability for the Future

Remember, only when you assume ownership over your thoughts, feelings, actions, and results can you direct your own destiny, other­wise you are at the mercy of circumstances. The next step towards Creating A Culture OfAccountability® is to define clear results within your organization. Whether you have a goal number to meet in sales, a specified delivery period for your product, or a minimum return on investment, accountable employees are expected to achieve these results.

Once you’ve decided on a company-wide goal, make it clear to everyone what responsibilities they carry and to whom they are accountable. Keep track of everyone’s progress and emphasize that everyone is accountable for achieving the results the company must achieve.

continued on page 25

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continued on page 25
INVESTMENTS & FINANCE

INLAND EMPIRE BUSINESS JOURNAL / Duff & Phelps, LLC STOCK SHEET

THE GAINERS
Top five, by percentage

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<th>Company</th>
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<th>Beg. of Month</th>
<th>Point Change</th>
<th>% Change</th>
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THE LOSERS
Top five, by percentage

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</tbody>
</table>

Notes: (H)-Stock hit 52-week high during the month, (L)-Stock hit 52-week low during the month, (S)-Stock split during the month, (M)-Not Meaningful

Duff & Phelps, LLC

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Canyon National Bank

Canyon National Bank Announces Two-for-One Stock Split

The Board of Directors of Canyon National Bank (OTC BB: CNYA) has announced it has proposed a two-for-one stock split of the bank’s common stock, pending approval by shareholders.

According to Stephen G. Hoffman, President and CEO of Canyon National Bank, "We are extremely pleased with the positive financial performance and growth of our business during the past year and proud of the fact we can provide measurement for the continued growth and support of our shareholders."

"Assuming the stock split is approved, shareholders of record as of April 26, 2004 will receive an additional share of common stock for each share owned on that date. It is anticipated the additional shares will be issued during the month of May," said Hoffman.

Canyon National Bank recently reported record income of $1.89 million for the year ended Dec. 31, 2003 - an 40% increase compared to income of $1.35 million in the previous year.

Canyon National Bank is a full-service commercial bank. Canyon National Bank is a member of the FDIC, with shares of its common stock traded in the OTC Bulletin Board system.

Canyon National Bank is a member of the Stock Exchange of New York, Inc. (NYSE)

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Nine Things to Know Before Selecting the Web Host for Your Business,

continued from page 19

de to, and which systems administrators can help you when you need help.

7. Make Sure the Host Is Flexible. It is important that the hoster un­
derstands how important quality servers are to their clients’ businesses. Even most managed dedicated hosts will not go near supporting applica­
tions that are not part of their initial server setup. Find a hoster that has a vast amount of experience to support a wide variety of applications, and one that can bring that expertise to your use for their services.

8. Find Out What Their Former/Cur­
rent Clients Say About Them. Can your prospective host provide you with success stories for clients with similar configurations to yours? Are they able to provide references from clients who can tell you about their experience using that company?

9. Make Sure the Host’s Support Doesn’t Include Extra Charges. Make sure any host you provide you with a comprehensive list outlining the support offer so that you can understand what the cost for your use is across the services.

Reach Communications Group Wins Four Polaris Awards

continued from page 11

notes. “Not only was the campaign creative, well researched, planned and effectively executed, but one of the few entries that generated a buzz and extensive conversation among the group judging the awards. The success of your efforts in pitching and gener­
at­
ating an exclusive article in the Roll Street Journal show the originality of the campaign. Also impressive was the special event held in Times Square that brought the feeling of Las Vegas to one of the largest media markets in the world to promote your product in a true showing of successful public relations.” The agency’s results were far­
reaching. Based on research conduct­
ed by independent media research firms, the two month public relations campaign generated 130,715,677 con­
sumer impressions and an estimated advertising equivalency of $2,737,326 - a 3.6 times return on the total camp­
aign budget/investment. The media coverage included 316 television news stories, 380 radio news stories, 236 In­
ternet news stories and 100 newspa­
pers.

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INVESTMENTS

Calculating Your Monetary Needs in Retirement

by J. Michael Fay, CFP

In my last installment, I addressed the Bull or Bear Market, I touched on the monetary and fiscal policies that, compared to the 1970’s environment, were the cost of inflation. That is, of course, to believe in the current less than 3 percent environment, but inflation is in­
de­
deed a significant part of a CERTI­
FIED FINANCIAL PLANER’s prac­titioner’s future projections.

First, I will begin our discussion with a recap of the forces that create an inflationary environment and what my guess is for the future based on these forces, and then I will discuss what your capital needs should be, based on these assumptions. I will point out that petroleum was a finite resource. Since then, two very thoughtful columns in the Los Angeles Times addressed this is­
sue in rather stark detail. James Flan­
igan, a highly regarded columnist in the business section of the Times, refers to a new book by David Good­
stein, “Out of Gas: The End of the Age of Oil,” which states that we have neither the reserves of the total proven re­

er­
serves of oil, and that “The world will soon run out of convention­
ally produced petroleum.”

While Flanigan goes on to de­
velop an argument that we are not able to solve the alternative fuel problem, it will be an expensive proposition, and that $2 per gallon gasoline may well look like a big time bargain. On the other hand, Paul Roberts, the article points out that we are running out of oil and time to solve this national fuel issue. He­
n­
cities China and India, with over half the world’s population, and rapidly changing from agrarian to industrial and technological

price of 30 years ago. Then calculate the average annual increase, and don’t be surprised if the number comes out close to 6 percent.

If you think these numbers are an exaggeration, consider the cost of food for two:

- Two $5 per meal equals $30 a day.
- $30 a day x 365 days = $10,950
- $10,950 was 20 years = $219,000

Of course, many individuals need to plan on 20 years of retirement due to the factors mentioned above.

In conclusion, much of retirement planning is guesswork based on n­
m­
umerous factors, but plan we should, for failing to plan is a plan for failure. You can always use your own as­
se­
cessories, and they can certainly be­
different from mine, but they should be de­
veloped on thoughtful assumptions about the future. Ask any planner, be­
they corporate budget personnel, gov­
ernment personnel, or financial plan­
ers. If they are unbiased, objective and not expected to develop any pro­
j­
jections, almost all will concede that inflation is an important factor, and nobody, but nobody, can predict the future. That is why financial plans need to be updated regularly. Good luck with your retirement planning.

J. Michael Fay may be reached at the Claremont Financial Group Inc., 464 N. Indian Hill Blvd in Claremont. Call 909-642-9200. Fay teaches free investment courses through the Clare­
mont Adult School. For more informa­
tion, please call the above number.

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Community Bancorp Reports 66% Increase in 1st Qtr Net Income

The board of directors of Chino Commercial Bank, N.A. (OTCBB: CKNA) announced the results of operations for the first quarter of 2004, as compared to $58.6 million at the end of the same quarter last year. Total deposits increased 42.2 percent to $58.2 million at the end of the first quarter, as compared to $40.1 million at the end of the same quarter last year. Loans increased 26 percent to $28.4 million at March 31, 2003, as compared to $22.1 million at March 31, 2003.

The company’s efficiency ratio increased 48 basis points to 78.4 percent for the first quarter of 2004 compared to 80.2 percent for the first quarter of 2003. As a percent of gross revenues, the ratio of non-interest income to net interest income decreased 20 percent when comparing the first quarter 2004 to 2003, while operating expenses have increased only 9 percent for the same periods. The increase in gross revenue has mainly come from improvements in net interest income and non-interest income sources other than gain on sale of loans, which has remained stable from period to period. As a percent of gross revenues, the gain on sale of loans has decreased from 17.7 percent in the first quarter of 2003 to 14.7 percent in the first quarter of 2004.

Loan production in the first quarter was very strong, increasing 15 percent to $72.6 million compared to $64.0 million for the first quarter of 2003 (excluding mortgage loans). Of these totals, SBA loan originations totaled $36.6 million for the first quarter of 2004 compared to $14.0 million for the same period in 2003. “Both the SBA 7a and 504 units have increased production when comparing the first quarter 2004 to 2003,” said Peter Perdue. Eventhough the governmental restrictions placed on the 7a lending program in the first quarter of 2004, our 7a production increased 66 percent to $11.8 million in the first quarter compared to $7.1 million generated in the same period a year ago. The 504 unit loan production has improved even more dramatically, increasing 259 percent to $24.8 million in the first quarter of 2004 from $6.9 million in the first quarter a year earlier.”

Community Bancorp is a bank holding company with $502 million in assets as of March 31, 2004, with a wholly-owned banking subsidiary, Community National Bank, headquartered in Escondido, Calif. The bank’s primary focus is community banking, providing commercial banking services, including commercial, real estate and SBA loans to small and medium-sized businesses. The bank serves Northern San Diego County and Southwest Riverside County with retail banking offices in Bonsall, Escondido, Fallbrook, Temecula and Vista, and has additional SBA loan production offices that originate loans in California, Nevada and Oregon. Visit www.comb.com.

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Chino Commercial Bank, N.A. Posts 61.5% Increase in Pre-Tax Earnings
continued from page 29

The bank posted net interest income of $662,680 for the quarter, up from $565,426 for the same quarter last year. These increases in income were partially offset by an increase in general and administrative expenses of $47,980 resulting from an increase in salary and benefit expenses of $109,724. The bank posted net interest income of $1,111 million yielding a net interest margin of 4.74 percent for the quarter. The increase in net interest margin of 1.5 percent for the three months ended March 31, 2000.

For more information, call Chino Commercial Bank, N.A. at (909) 393-5885.

WATTS Health Foundation Inc./UHP Healthcare Offers Drug Discount Cards

As part of its far-reaching goal to provide financial assistance to low-income seniors who rely on prescription medications, the WATTS Health Foundation Inc./UHP Healthcare has announced that it now offers eligible members new drug discount cards that will help seniors save 19 percent to 15 percent on prescription drugs. The discount cards with Medicare's seal of approval are available to UHP Healthcare's senior members who are based in the healthcare organization's service regions of Los Angeles, Orange and San Bernardino counties.

"Capitalizing on UHP's 20-year history of providing comprehensive healthcare benefits, we felt that it was absolutely necessary to offer this Medicare health card to our entire membership," said William Ayres, UHP Healthcare's vice president of marketing and sales. "By implementing this special discount program, it clearly demonstrates UHP's continued mission of offering competitive services within the healthcare industry."

UHP Healthcare was chosen by the Centers for Medicare and Medicaid Services to provide the Medicare-endorsed drug discount program, which started on June 1, 2004. The program enables qualified low-income seniors to receive up to $600 credit on prescription drugs until Medicare introduces prescription benefits in 2006. The program is made possible through such enacted legislation as the Medicare Prescription Drug Improvement and Modernization Act of 2003.

Eligible members can enroll beginning as early as May 2004 and continuing through Dec. 31, 2005. Qualified seniors with individual Medicare coverage will have access to more than 4,000 prescription medications. UHP Healthcare offers one of the most comprehensive medical

In their research, the bank understands the need to follow one's dreams and has known some clients since high school. Their military appointments and commis...
An Eclectic Collection of Historic Memorabilia... continued from page 38

Inland Empire Gains Increased Presence on Radio continued from page 7

Inland Empire Gains Increased Presence on Radio continued from page 7

Inland Empire Gains Increased Presence on Radio continued from page 7

Reach Communications Group Wins Four Polaris Awards continued from page 24

The Hot Tip in Corporate Security Management is the We Tip Corporate Ethics Hotline...
Parting of the Salton Sea
Salton Sea Authority Adopts Restoration Concept

Decades of talk about ways to save the Salton Sea turned to action recently with the Salton Sea Authority's official selection of a restoration concept to reverse the endangered lake in Southern California. The authority reviewed a final project report that identified a restoration project with an estimated cost of approximately $750 million, a cost far below previous projections.

The authority project is based around an eight-mile causeway that would split the Salton Sea into two smaller bodies of water, or 95,000-acre North Basin that would be about as salty as the ocean and a southern section that would consist of wetland areas as well as numerous recreational lakes ranging from fresh water to hyper saline. “This concept, brought forward by Congresswoman Mary Bono and others, puts all the pieces together at a much more affordable cost that we’ve ever seen before,” said Authority Board Chairman Andy Horne. “Unlike some of the more narrowly targeted suggestions that have been put forward, the project we are proposing accomplishes the broad environmental and economic goals that were first established by the Authority and federal law when this process began,” said Horne, a member of the Imperial Irrigation District Board of Directors, noted that action to identify a specific project came less than 18 months from the date when the authority stepped forward to take the lead in the restoration effort. “We have done something that neither the federal or state government has ever done before,” Horne said. “We created a process that allows the public to come forward and propose an idea and the idea should be considered on its own merits.”

The Salton Sea Authority is proposing to enter into a memorandum of understanding with the state and federal government to get the project completed. The Salton Sea Authority is a joint powers agency made up of the Imperial and Riverside counties as well as the state.

Nature Is Nurtured and Blooms Abound at Flowers for You in Riverside

continued on page 22

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York Employment Services is Known for Its Friendliness and Efficiency

Y.E.S. - York Employment Services, Inc., located at 90 Ontario Mills Drive in Ontario, is tremendous ly known about its development in the last three years. From the conception of York Employment, there was never a doubt in the minds of the founders that it would become a smashing success. Their philosophy was to create a company focused on providing high-end staffing solutions for the busy Ontario area. The company’s location, a short distance from Ontario International Airport, was also a huge plus. York Employment Services’ daily agenda has always been to provide quality customer service that is top rated, with a staff large enough and seasoned enough to respond and react quickly with the right staffing solution.

The location of York Employment was a strategic element. Located across the street from one of the largest shopping malls in the state, the visibility of the office is an important dynamic. Potential employers and employees call and visit simply because the office is so clearly visible and neighborhood-friendly. The Ontario International Airport has been incredible for the growth of the Island Empire region, which is huge in distribution facilities that are increasing as more and more companies move into the area. The return on commercial real estate in this area is also one of the best in the nation because of this growth. The York team is customer-driven and very dedicated to its clients, whom the staff serves with great pride.

Safety is the firm’s number one priority. With the state of California in the middle of one of the biggest workers’ comp crises of all time, it is vital to be very focused on anything related to safety in the workplace. The safety of its employees is the utmost concern to the staff. Therefore, clients’ facilities are toured prior to placement – and then on regular intervals to stay abreast of any changes.

In spite of everything happening in the state in the last few years, with skyrocketing energy and insurance costs, and the workers’ compensation system in need of huge reform, York has remained committed to success and growth. It has also joined in grant efforts to promotes and demand change and transform the state of California back to a place that is small business-friendly and eliminate all the efforts to promote "job killer" bills that employers have been struggling with.

For more information, call York Employment Services, Inc. at 909-541-0181.

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As of June 2003, WND Would No Longer be Available. The information in the above list was obtained from the companies listed in the book of our knowledge the information supplied is accurate in nature as of the time of publication. Every effort is made to reach the correct person, however, if for any reason the information is incorrect please let us know.

Women’s Executive Forum Discusses Future of Leadership

Discover Five Tips to Improve as a Leader continued from page 12

found a program dedicated to electing a woman as president of the U.S. called the White House Project and co-founded the World Leaders.

Discover Five Tips to Improve as a Leader continued from page 12

Women’s Executive Forum Discusses Future of Leadership

Discover Five Tips to Improve as a Leader continued from page 12

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Parting of the Salton Sea - Salton Sea Authority Adopts Restoration Concept
continued from page 35
As the shoreline recedes, it would be replaced by new islands and marinas created by selective dredging and shallow water wetlands. This will enhance recreation and economic development around the sea. The series of shallow water wetland areas in the southern portion of the current lake would become fat fish and the many bird species that populate the lake.

"This creates an enormous potential for ecotourism as well as generate an expansion and even reclamation of some farmland that currently is in brackish water," said Marion Ashley, President of the Salton Sea Authority.

Perini. Topping-Out Ceremony Marks Major Milestone
continued from page 21
The Morongo tribe operates one of the largest and oldest tribal government gaming facilities in California. As a direct result of the gaming operation's success, the Morongo tribe has eliminated welfare dependency on the reservation. The tribe now pays for a wide range of community services, including education, law enforcement, recreation facilities, health care programs, assistance and more. The Morongo tribe is the largest private sector employer in the Banning-Dunsmuir region and a major contributor to the Coachella Valley economy.
The tribe presently employs approximately 2,000 people in gaming and non-gaming operations.

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Dennis Prager
9 am – Noon
Hugh Hewitt
Afternoons 3 – 5
The Savage Nation
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5 pm – 8 pm
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Women's Executive Forum Discusses Future of Leadership Discover Five Tips to Improve as a Leader
continued from page 36
1) Take time to self-promote. There is a certain amount of healthy self-promotion that can be embraced without appearing arrogant. There is nothing wrong with being proud, but being too defeat is a career-ender can work against you, especially if you are in a higher position of authority in the office.

2) Don't be afraid to advertise your successes. It's too easy to assume that things have worked for you in the past. For instance, saying, "I feel good about the progress my team and I were able to achieve our goals on the project," and finish with the winning formula, "appropriately appraise people of your past accomplishments.

3) Be politically astute in the office. In order to even the playing field, one cannot view corporate politico as a dirty phrase — it is imperative to keep one's own and own up. After all, political leaders around the world understand the importance of forming strategic alliances with powerful people. A company's dynamic isn't so different, so seek out and cultivate allies in a positive spirit.

4) Delegate more. Great leaders are able to communicate their ideas and flex their leadership style to accomplish what needs to be done by coordinating teamwork. Communicate the goal while allowing your team to plan its own path to attain it.

5) Project confidence in yourself. While it may sound trite, it is a simple idea that is difficult for many to execute. However, don't be afraid to have the strength of your own convictions and your abilities. Those who are interested in expanding their leadership role will do so differently, so seek out and cultivate allies in a positive spirit.

6) Be a leader. Leaders are the people who will make it to where they can relax and enjoy their day and have it be beautiful.

REAL ESTATE NOTES

Morgan R. Taylor, an agent with Keller Williams and Morgan Taylor Properties, is extending the area to include properties in Los Angeles, Riverside, Ventura, San Diego, San Antonio, San Jose, Walnut Creek, and Woodland Hills, California, Las Vegas, Nevada, and Phoenix, Arizona.

Nature Is Nurtured and Bloomed Atoutputs at Flowers for You in Riverside
continued from page 35

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Best-selling Business Books

Here are the current top five best-selling books for business. The list is based on information received from retail booksellers throughout the USA.

1. "How to Work for an Idiot: Survive and Thrive...without killing your boss" by John Howard (Harvard Business School. $24.95) (1) Why the first three months on the job are essential.


Setting Priorities continued from page 3

begin to feel a continuous stream of energy and enthusiasm. As you work toward the completion of something that is really important, you feel an increased sense of personal value and inner satisfaction. You experience an sense of mastery and self-control. You feel calm, confident, and capable.

Here are six ideas that you can use, to day, to help you set priorities and to keep working your best.

1. Take the time to be clear about your priorities. The first step in setting priorities is to move you in the direction of something that is of value to you. Remember that many people scramble frantically to climb the ladder of success, only to find that it is leaning against the wrong building.

2. Develop a long time perspective and build things in the present that can have the greatest positive impact on your future. Maintain your balance in your areas of health, your personal relationships and your financial goals.

3. Make the commitment to improve those aspects of your life that are most important to you. In sales, I know that you are an excellent salesperson. If you’re a parent, learn how to be an outstanding mother or father. The power is always on the side of the person with the best practical knowledge.

4. Be sure to take the time to do your work right the first time. The fewer mistakes you make, the less time you will waste going back and doing it over.

5. Remember that counts is not the amount of time that you put in overall, rather, it’s the amount of time that you spend working on high-priority tasks. You will always be paid for the results that you obtain, not merely the hours that you spend on the job.

6. Understand that the most important factor in setting priorities is your ability to make wise choices. You are always free to choose in one activity or another. Choose activities that are of value to you. Brian Tracy is legendary in the fields of management, leadership, and sales. He has produced more than 30 audio programs and written 28 books, including his just-released "Million Dollar Habits." He can be reached at (858) 491-2877 or www.briantracy.com

Loma Linda Chamber of Commerce

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 Shotgun Start: 1:00 P.M.
 Awards Dinner: Following Tournament

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For information on participation and sponsorship, contact the Loma Linda Chamber at 909-799-2828.

Beware! Culture shock ahead!

The youngest "Baby Boomers" are now 40 years old. Plenty! If you’re a Boomer in business, the odds are that you are an owner, executive or supervisor at this point. In other words, you are part of management and most of the people you manage are Generation X. And, that means the people you manage are on the far side of a vast cultural divide. You will either have to learn how to cross that divide to motivate them or, start recruiting people of your parent’s generation. That is the basic assumption from which author Michael Muetzel draws his book.

Muetzel has taken the related issues of trust and loyalty to demonstrate a key difference between Boomers and Xer managers. Early in the book he discusses his research among Xers and the quirks among their supervisors that drive them berserk. He notes:

"When I politely asked [a Gen Xer manager] to share with me a little bit about the issues of "trust," he responded as though he were relieved to hear the question. He quickly asked me if others had interviewed him and had the same concerns about trust. But his response came from a much different perspective."

"I suggested that his concerns about trust were about his concern for the things he had performed well, his manager did not trust him. He went on to state that his boss was constantly checking on even the most trivial responsibilities.

The author goes on to point out that Gen Xers are very different from the Clueless, Holland Americas Lines, and Cunard Lines and I long to re­

The youngest "Baby Boomers" are now 40 years old. Plenty! If you’re a Boomer in business, the odds are that you are an owner, executive or supervisor at this point. In other words, you are part of management and most of the people you manage are Generation X. And, that means the people you manage are on the far side of a vast cultural divide. You will either have to learn how to cross that divide to motivate them or, start recruiting people of your parent’s generation. That is the basic assumption from which author Michael Muetzel draws his book.

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RESEARCH REVIEW

Porter’s, the Prime – Prime Steak House

by Joe Lyons

Porter’s gets better every time I go there. I have been critical in the past, when rare came out medium, and well done was only mildly wounded. But Porter’s has gotten its act together. It’s not as if they never knew. The menu proudly explains the standards for rare, medium, medium rare, medium well and well done. Right above that on the same page is their commitment statement. It appears that they have finally begun to read their own material.

The menu starts with nine garnishes, including the trendy cosmopolitan, and an adequate wine list. The good news here is that your waiter knows what’s on the list and just how good it is. Order the wrong one and he can correct you. There are no souvenirs here but the staff is catching on.

Starters include an adequate lobster bisque and very good boursin-scarped scallops in apricot chutney. I was more impressed with the award-winning tuna tartare than other members of the party but then I was one of the ones who judged its award in a competition last summer.

The Caesar salad might have been better, but then I was spoiled by the Caesar that used to be served there some two decades ago, when Porter’s was called Maze’s.

For our entrees, I sampled an excellent bone-in New York steak and then dived into a prime rib that I still can’t get out of my mind. Understand, I prefer my rib overcooked, by most standards. Many say that a prime rib should never be served more than medium rare at the most. I would rather have it medium well, and that takes a little more time than I believe that the results are worth it. The baked potato that came with the rib was good but the real treat was the creamed grilled corn. Words fail me here.

The New York native in our party declared that the New York cheesecake was, in fact, correctly New York. The port wine that was offered was good, but our resident wine expert felt it had reached just about the end of its life span, so let’s drink it up now.

And as a special treat we discovered that, off the menu, 150 Grand Marnier was available. A word must be added about the staff. Unlike past experiences, they welcomed us professionally, discussed the wines wisely and recommended the wines wisely and remembered our names throughout the evening. They paid attention to detail. Watching them at other tables I could tell that this was not just an attempt for our benefit.

In short, Porter’s is now everything that we have been hoping it would be from the get-go. It took some time and three reviews here in the journal, but the results were worth it.

Porter’s is located inside the Double-Tree Hotel, 222 North Vineyard, just south of I-10 in Ontario.

An exceptional prime rib dinner at Porter’s Steak House.

Photo by Joe Lyons

EXECUTIVE TIME OUT

Meadowood ... Nestled in Napa

by William J. Anthony

In trying to find that perfect word to describe Meadowood, and difficulty in finding that word in my mind, I therefore sought out occasion and context for that word in the dictionary. No, excellent will not do; nor grand; no, not superb ... Here it is, "Super-Duper!"

Yes, "Super-Duper!" is in the dictionary and it is defined as "the greatest excellence" and yes, that describes Meadowood. It is a 250-acre private val­ley in the heart of Napa Valley and is one mile east of St. Helena.

Meadowood, a member of Relais

and Châteaux, a 45-year-old association of 427 privately-owned hotels throughout the world, (in the USA) has 41 rooms and 44 suites, all in beautiful cottages. It offers a full-service spa, 25-yard lap pool, a family pool, seven tennis courts, two championship croquet lawns, a nine-hole executive golf course, resident sports professional, a hiking trail, frisbee field, and a wine center.

Speaking of dinners, Meadowood offers among the finest culinary experiences in Napa Valley today. In The Restaurant at Meadowood, which features California Wine Country Cuisine and a wine list on which nearly every Napa Valley wine producer is listed, guests want the chance to dine in the tranquil setting of a small area — as well as Mexican rancheros, European pioneers and Chinese craftsmen.

During the late 1800s, a natural bowl-shaped valley was formed by an encampment of Chinese laborers who made their home here and grew rice in the area of the present-day golf course. The same Asians helped build the valley’s railroad, mined quartz, worked in the local vineyards and wineries, frequently hand-picking grapes for the wineries.

History of Meadowood

The little valley, known as Meadowood, was originally the property of Meadowood’s first owner, Bill Harlan. Harlan, the visionary of Meadowood, established a winery producing grand-cru quality wines and building a life in Napa Valley. Harlan’s early professional background began with securities and mortgage banking, before going into real estate development, design and marketing. In the mid-1970s, he joined with the late Peter Stocker and John Mont­gomery to create the Pacific Union Company, a San Francisco based real estate and development firm committed to projects of the high­est quality. In the late 1970s, Harlan was in search of land on which he could find his footprint and set up his vineyard. He stumbled upon a small private club called Meadowood. Though not the site Harlan had in mind for a vineyard, the jewel of a property captured the partners’ imaginations and in 1979 they purchased the estate.

Meadowood was a working vineyard and the partners’ commitment was to create a center for cultural, social and sporting life in Napa Valley, a common ground for the valley’s burgeoning wine industry, and a resort that would be recognized among the finest in the world.

The new owners was traveled in early decades by the famous Meadowood Trail and the partners’ commitment was to create a center for cultural, social and sporting life in Napa Valley, a common ground for the valley’s burgeoning wine industry, and a resort that would be recognized among the finest in the world.

Meadowood is located at 900 Meadowood Lane, St. Helena. Please call 707-963-3646.

Porter’s, the Prime – Prime Steak House

Parting of the Salton Sea – Salton Sea Authority Adopts Restoration Concept

continued from page 38

by Robert E. McKinzie

Salton Sea Authority Adopts Restoration Concept

The Salton Sea Authority Board had a history steeped in the lore and the people of Napa Valley. Located near the inter­section of the famed Silverado Trail and Howell Moun­tain Rd., the adjacent area was traveled in early decades by the famous Meadowood Trail and the partners’ commitment was to create a center for cultural, social and sporting life in Napa Valley, a common ground for the valley’s burgeoning wine industry, and a resort that would be recognized among the finest in the world.

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An Eclectic Collection of Historic Memorabilia
continued from page 32

Grossberg recently acquired a card signed by Albert Einstein (the writing is timid and delicate) and the signature and photo of Napoleon Bonaparte. His collection is not centered on any one subject or genre. However, there are autographed photographs of Grocho Marx and John Wayne and Walt Disney. Also President Madison, John Quincy Adams and Jefferson and Washington. Kennedy and Nixon are represented in a variety of manuscripts and likenesses.

"There are four kinds of intentional forgeries, he explained: signatures written by secretaries, auto-pen, which is difficult to tell as there are 20 varieties; printed signatures and photos.

copies. Some example looks like they are not authentic, but they actually are. Grossberg has learned from trial and error, and through intensive study. "I prefer letters with inscriptions rather than photographs," he commented. "There are more words in their hand," making it easier to authenticate. The more of the piece determines the price, he said. Many examples which one would consider prohibitive in price, such as certain kings and queens, politicians and celebrities, are very affordable, even when well-preserved and very old. They are easy to find. This is not a hobby for those seeking a collection to fund their retirement, Grossberg said it. It is, instead, a labor of love.

David Grossberg is available to speak to interested clubs and private organizations. If you have any questions, please call 909-888-7678 or write to david.grossberg@cot.com.

The ancient and the contemporary hold sway on a polished table. In front is a letter made of vellum, a fine parchment prepared by an American, which was folded and sealed with wax. Grocho Marx, left, and Walt Disney represent the 20th century.
At Deadline: Society for American Indian Elderly Adds San Manuel...

continued from page 1

400 community member, San Manuel Band of Mission Indians.

The San Manuel Band of Mission Indians is an active contributor to a
variety of programs and services that benefit Native Americans. The tribe operates the San Manuel Indian Bingo and Casino and operates the Western Band Mission Group, in addition to managing a variety of economic ventures. The San Manuel Band of Mission Indians Tribe has a
history of active support and dedication to Native American causes and issues. The San Manuel Band of Mission Indians is a direct descendant of the Seminole Indi-
ans. The tribe is located on the San Manuel Reservation near Palm Springs.

The National Society for American Indian Elderly (NSAIE) headquartered in
Phoenix, Arizona was established in 1987, to identify at-risk senior citizens and provide them with the serv-
ices they desperately need. The organization
coordinates with local Native American reservation senior citizens by
supporting a network of tribally
controlled and managed programs.

NSAIE ranks among the top
percent of all non-profit organi-
izations as a second or third thought
before we go blindly down the path of
losing business continuity. That's be-
cause one cause is absolutely certain.

Gen Xers will be the business leaders
with a future that is even less certain than it was four decades ago.

Well-written, what is sometimes approa-
cching stridency, "They're Not Al-
low..." is a call to the need for
addressing generational differ-
ences in business.

Manager’s Bookshelf “They’re

Not Al;ow...Just Generation X..."

continued from page 40

have been managing responsibility
since they were eight years old. They
had more responsibility for their own
safety, their own time, at age eight
and I did when we were almost
twice that age.”

Ever seen a Gen Xer explode when he or she is being managed?

In almost all cases the supervisor
hasn’t the foggiest notion what triggered the event. The author’s point
is that we must give management
employees the freedom to be
their own business leaders.

To learn more about NSAIE, please visit
www.naie.org or call (909) 877-1695.

2004 Golf Classic
Benefits L.E.
Alzheimer’s Association

his second or third thought.

CSUSB.Ranks High in U.S.

for Hispanic Graduate

Enrollment

California State University, San
Bernardino ranks among the nation’s top
colleges and universities that enroll His-
panic students in their graduate programs,
according to the April 17, 2004 issue of
The Hispanic Outlook in Higher Educa-
tion. Cal State San Bernardino

"Attracting top talent can drive your company's growth."

AmeriComp

Imageing System

The leader in On-Site Service, Repair & Supplies For All Color & Laser Printers, Personal Copiers, and FAX
Equipment.

OSR Service & Repair

Handell Lockheed Authorized!
Hanson Beverage Company Taps Into Gen X Market

Hanson Natural Corporation (Nasdaq:HANS) has announced that its wholly owned subsidiary, Hansen Beverage Company, long known for its high-quality, all-natural energy drink that has created a huge buzz with the hip 15-25-year-old demographic, has signed a licensing agreement with Lost International (which is projected to spend about $9.2 billion in construction and rental spending, projected to spend more than $9 billion this year in construction equipment rentals. It is the top Los Angeles/Los Angeles area market, which is be­
ginning targeted for expansion and is projected to spend $9.2 billion in construction equipment rentals in 2004. Volvo Rents plans to open from 16 locations in the LA/Los Angeles area in the next five years. Volvo Rents also plans to expand in Orange County, with five locations slated to open in the market in the next five years (which is projected to spend about $16.5 billion in construction equipment rentals this year).

Volvo Rents Targets Riverside and San Bernardino for Expansion

Volvo Rents’ expansion, which plans to open from 16 locations in the LA/Los Angeles area in the next five years. Volvo Rents also plans to expand in Orange County, with five locations slated to open in the market in the next five years (which is projected to spend about $16.5 billion in construction equipment rentals this year). Volvo Rents’ expansion, which plans to open from 16 locations in the LA/Los Angeles area in the next five years. Volvo Rents also plans to expand in Orange County, with five locations slated to open in the market in the next five years (which is projected to spend about $16.5 billion in construction equipment rentals this year).
Nature Is Nurtured and Blooms Abound at Flowers for You in Riverside
continued from page 39

saw of her college years. "If some­
doing the mast, Massie said, re­
ing to be beginning so as to have seen a lot, she said. Day today is different, how­

Being more than a little out every­thing, she pointed out. "Periodically, I’ll go meeting and conversation with deliver­

saying that flowers can be a part of their every­

things. Different today, how­

"You just have to be true to what you

is a lot, she said. I always have to

myself and I probably have to keep a few bres­

her own life.

"I didn’t really have a plan," she

d to get a new 6 to 8 p.m. Up-­
good jazz per­

and also have four sisters who help

One of the many network groups for potential clients will be held

and help out during holidays at the shop and shop. Kim, is a part­

at the San Bernardino County Fair where flowers can

"I was always being taken as a kid and

one of the great ways to make a living is by growing and sell­ing

and include Chinese medicine, paint­

and harvest seaweed.

and periodical goldfish. "They were always there," she said of the gold­

"You always have to get a new life and

and local care takers and flowers for

and other recreation areas.

for the store within the first 12

and open 53 outlets more than the last 10 years combined, putting the company on target to have

while serving the Southern California com­

to make a difference and just want to provide

assistance facilities that were not only affordable, but

and Servicemen. The Board Dudes, Inc.

30,000 sq. ft., recently sold to relocating com­

of the month, network­ers will be

and make a difference and just want to provide

110,000 square feet in three of the

vid the new buildings totaling

Newport Beach-based Master Devel­

we are close enough to where the

company in the next three to five years.

had grown from 16 locations in 1984 to

If you call for around 50 locations each

"We were looking for a factory that was big enough for our

A leader in developing affordable, market-responsive and value-driven in­

and Los Angeles County. The city is

was a lot, she said of the gold­

of the monthly network

and make a difference and just want to provide

into the West Corona Business Park.

with the cost of living in Orange County. Rising the work force is

that was not only affordable, but

300 mid-size industrial

and the West Corona Business

are close enough to where the

co-best friend was and interac­tive toys for children.

Looking for new developmentChannel has announced its

its history-making decision to enter the

and other recreation areas.

"It was a time of

and having enough money for an affordable home.

and compact excavators) to market

the rental channel and tallying 25,000

of Southern California. The Board Dudes, Inc.

of the board. They have enough money for an affordable home.

for the planting of Phacelia, a

on every day. The nation’s first retail ice cream franchise, Carvel,

must open within the standard six­

and interactive toys for children.

her best friend was and interac­tive toys for children.

in the community.

of the monthly network

47,000 ducks, this week, in order to serve the

2002, successful construction

voluntary support and will provide a

of San Bernardino and San Diego counties. Since 1996, Master Development Corp.

4-­

from CDI (91) Freeway at Maple Street

their remembrance in connection with an incident that occurred in the vicinity.

as a perfect fit for

300 mid-size industrial

2003, successful construction

as a perfect fit for

of Southern California.

ourselves in a volunteer support and will provide a

in the West Corona Business Park.

is the leading manufac­

the new buildings totaling

"It was a time of

and having enough money for an affordable home.

by the company in the next three to five years.

will open May 15 near the Millenium

voluntary support and will provide a

in the community.

in order to serve the

the planting of Phacelia, a

of Southern California. The Board Dudes, Inc.

into the West Corona Business Park.

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rental channel and tallying 25,000

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