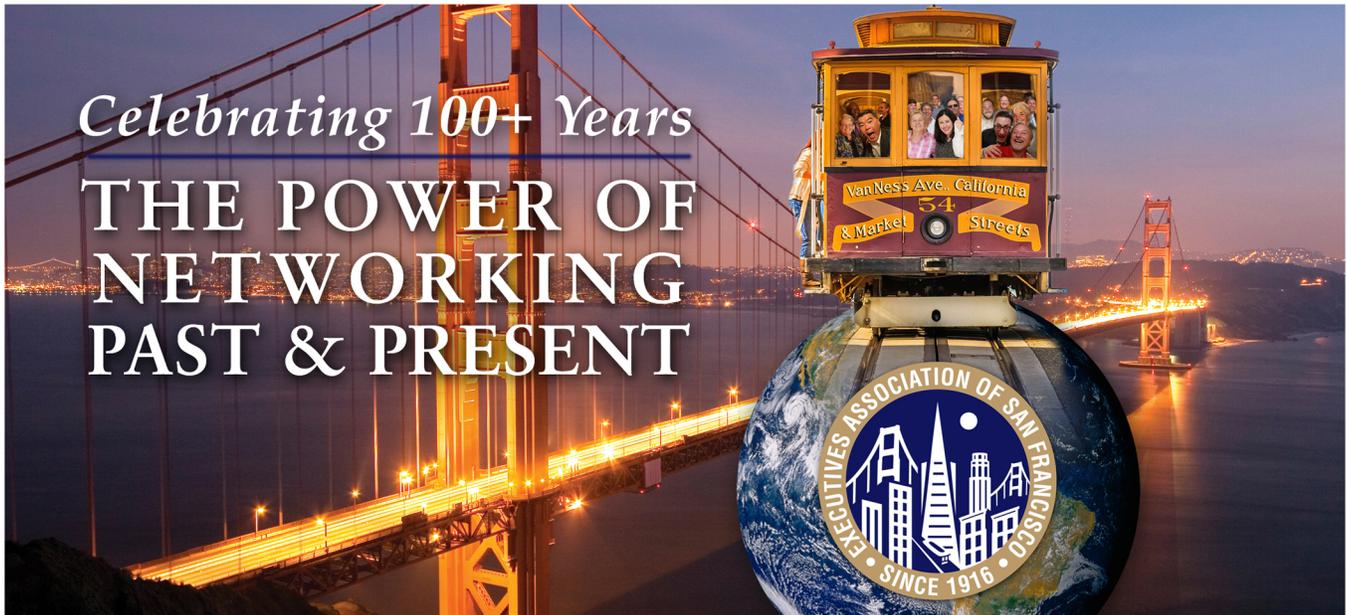


# Executives Association of San Francisco



## How the Executives Association of San Francisco provides value to its members:

**Trusted Relationships.** "People Do Business With People They Know." This is our motto, a philosophy influenced by the Junto Club, founded in 1727, where a group of friends, including Benjamin Franklin, met regularly to share knowledge, increase friendships, and gain influence.

**Qualified Referrals** are an essential aspect of our organization. We value our clients and friends, therefore the business leads and referrals we give to other member businesses develop organically by building trusted relationships at our lunch meetings and outside events.

**Collective Wisdom** is a term coined by one of our members. It refers to the direct access members have to the wealth of resources and knowledge within our organization – the expertise of business professionals representing corporations and institutions in a variety of industries.

**Public Speaking.** The ability to speak in public is power: to persuade, to convert, to compel. As a member, you have the opportunity to talk about your business category, honing your public speaking skills, within a comfortable setting among supportive colleagues.

**Social Events** are an extension of who we are. These quarterly activities (e.g., Giants baseball games, music venues, wine tasting, holiday parties, etc.) serve not only as entertainment but a means to strengthen relationships between our member firms.

*The Executives Association of San Francisco is the oldest continuous business league in the world, founded in San Francisco in 1916. Executives Association chapters currently exist in more than 100 cities across four continents, predominantly within the United States and Canada.*

*We are also a founding and charter member of the International Executives Association (IEA). Our networking group has exclusive business categories. Unlike a BNI where there can be many chapters within the same city, only one Executives Association chapter is allowed per city.*