



## Member Profile



Cell: 495-9560  
Glen@Mocal.net

### Who?

Glen Gorman  
Mo-Cal Office Solutions

### Where located?

We have offices in both Modesto and Stockton. I personally manage clients in San Joaquin County. As an organization, Mo-Cal has been serving business through the Central Valley and Foothills since 1965.

### What services/products do you offer?

*"If paper moves through it, we do it."* Copiers, printers, fax machines, scanners, folders, shredders, typewriters, and even adding machines.

### When available/hours of operation?

Normal Business Hours (Note: I keep my cell phone on at all times and I am generally available to help during non-hours of operation.

### Method of payment? (accept credit cards ... which?)

Cash, Check, Visa, Master Card, Rent, Payment Terms and Leases available O.A.C.

### Who can you help or what problems can you solve? (types of clients, customers, patients)

I routinely work with clients that have recognized a need to upgrade an older copier, fax, or printer. Through a process I call "discovery", I thoroughly evaluate what their immediate needs are as well as their workflow situation and look toward their future goals in making a recommendation.

### How can you help people reach their goals?

By focusing on improving workflow as it relates to how information is created, distributed, stored, and destroyed, my clients are more productive and thus are able to create more profit in less time.

### Why choose you over a competitor?

- 1) I have over 13 years of industry experience.
- 2) Mo-Cal has more factory trained technicians than any other local company.
- 3) I represent the top 3 ranked manufactures: HP, Ricoh/Lanier, Kyocera

**What is a good referral for you? (define types of referrals)**

- 1) Any business that is expanding or moving is a good referral.
- 2) Any business that is suddenly having to “do more with less”.
- 3) Any person that appreciates and understands the value of quality products and exceptional service.

**What does not constitute a good referral?**

Any business that does not have the need for a copier, printer, or fax would not be a good referral. Any referral is a good referral. If, through my initial conversation with the referral, I find that I would be able to provide the product or service then I will let the individual know and will do my best to give them information that may help them meet their needs elsewhere.

**Who do you know who? What is your *DREAM* referral?**

(name of company, name of a certain person, etc.)

A dream referral would be for a company that is headquartered locally, and has multiple locations – throughout the Valley or nationwide.