

Hometown News Online!

November 12, 2014

Words of Wisdom...



"Success is not final, failure is not fatal: it is the courage to continue that counts:

Winston Churchill, 1874-1965

Quick Links

[Sylvia's books](#)

[Sylvia's Children](#)

[Xerox Free Color Printers](#)

Want A New Color Printer?

Xerox will give growing organizations a professional quality color printer for free - with no capital expense and no lease payments. In return, recipients purchase their supplies through Xerox's online store at competitive prices for a 3 year period. For more information, click on the link above.

Those that sign up through this link will be helping Sylvia's Children! Sylvia has a printer through this program for Sylvia's Children, and Xerox provides a discount to Sylvia's Children for each referral.

Street-smart ideas for salespeople

With the dramatic rise in the use of social media ... Twitter, e-mail, LinkedIn, Facebook, Pinterest and on and on, people have gotten away from good old-fashioned ways of reaching out to each other.

Here are some ways to keep in touch with your customers and differentiate yourself from the competition:

1. Pick up the telephone and talk to them ...just checking in, is everything OK, saw an article you might like, etc.
2. Send them a handwritten thank you note for the business.
3. Send them an article about their type of business ... trends, competition, issues, opportunities, etc.
4. Make every customer feel like they are the most important customer in the world to you.
5. Send them a birthday card, an

Please enter one of these referral codes in the space provided on the application: 854401 or 795550



Where In The World Is Sylvia?



November 24-30 ... Fishhouse Parade, Aitkin, MN

2015

January 14 ... Foundation Center, New York City

January 25, 26 ... NCF&EA, Charlotte, NC ... keynoter

February 16-17 ... SCFEA, Knoxville, TN ... keynoter

February 28 ... Foundation Center, New York City

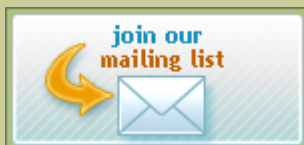
March 2 ...Dover, DE Conference on Volunteerism, Dover Downs, ... keynoter

March 8 ... NJPRA, 1/2 day seminar

March 12-24 ... Medical trip to Uganda

April 22 ... Foundation Center, New York City

June 10-12, NACS, Orlando, FL ... keynoter



anniversary card, something that says "I care about you."

All of these establish a personal contact and rapport that cannot be duplicated through social media. Try it! You will be amazed at the results!

Note from Sylvia: Look at the calendar ... if you need me to come and do a keynote or seminar early February, early April, early May and last half of the year are still open.

Give me a call 732 946 2711

Have you bought a copy of my sponsorship book yet and/or DVD? If not, click on the left ... Sylvia's books ... and order. I guarantee if you follow the rules you will increase your sponsorship sales by a minimum of 10% or your money back.

Want a preview? Click here!

<https://www.youtube.com/channel/UCyR6vOJzxm7UmueLOkN9bNQ>

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