

## Hometown News Online!

Words of Wisdom...



"People become successful the minute they decide to be. A goal is a dream with a deadline."

Harvey Mackay, **OUTSWIMMING THE SHARKS**

### 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.

August 6, 2014

## SIX STRENGTHS OF GOOD SALESPEOPLE

The following are the six core competencies of good salespeople:

1. Persuasion and influence: establish credibility, address the customer's issues and concerns, listen well, and understand how a customer sees the situation before matching product to need.
2. Drive to achieve: continually try to do things better to meet an internal standard of excellence.
3. Initiative: refuse to give up easily and seize opportunity.
4. Empathy: sense other people's attitudes and feelings and know how they react to your message.
5. Customer service: make the extra effort to meet customer needs and follow up on contacts.
6. Self-confidence: know strengths and remain optimistic about abilities.

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



Where In The World Is Sylvia?



May 24-October 1 ... Farmers' Market, Butler Building, Aitkin, MN

August 4-8 ... SE Tourism Society Seminars in Georgia

August 26 ... No. Carolina Festivals and Events Association sponsorship seminar

September 13 ... Brewfest, Butler Building, Aitkin, MN

September 18-20 ... APTA Forum, Chicago, IL

September 21-27 ... Ireland, AOIFE

September 29-30, October 1 ... IFEA, Kansas City, MO

October 14-16 ... NRPA, Charleston, SC

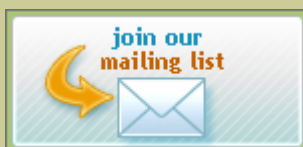
October 19-20 ... Stafford Township Wine Festival

October 23-30 ... APTA Fam tour to Uganda

November 13-21 ... Uganda for Sylvia's Children

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

December 5, 6, 7 ... 120th birthday, Warren Williams, Aitkin, MN



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%.

Want a preview? Click here!

<https://www.youtube.com/channel/UCyR6vOJzxm7UmuelOkN9bNQ>

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