

Hometown News Online!



February 6, 2019



"You are capable of
more than you know!"

OZ, Great and Powerful

(courtesy of Margaret
O'Meara from LPL
Financial)

Quick Links

[Sylvia's books](#)

[Sylvia's Children](#)



Where is Sylvia now?

February 14, 2019
Wyckoff, NJ Rotary

February 20, 2019
Point Pleasant Beach Rotary
Pt. Pleasant Beach, NJ

WHAT IS THE WEATHER LIKE WHERE YOU ARE?

When you are in sales you have to be prepared for any topic. However, after ten days of discussing the weather I am ready to move on! However here is an interesting piece of trivia .. Oymyakon, Russia is the coldest city in the world at minus 58 degrees F ... well, International Falls, Minnesota gave them a "run for their money" with minus 57 degrees F this last week.

The single highest land skin temperature recorded in any year found in the Lut Desert in Iran and was a stunning 159.3 F.

Where is this going? Really, nowhere but it certainly gives you some conversation pieces when someone wants to discuss the weather! Anyway, enough trivia!

How many of you are eliminating "packages" and selling from the asset inventory sheet? Once people get over the shock of being able to pick the different elements they want they relax in the sales process and often invest more than if they had to pick a "package". Plus it makes your job easier to fulfill the elements ... it's a win/win all the way around! And, all you have to do is ask them what they want ... they will tell you so it makes your job easier as well! Just remember you listen 80% of the time and talk 20% of the time. Heard a great quote at a recent seminar: "Telling is not selling".

March 25-26, 2019
National Main Street
Seattle, WA

April 13-14
Kite Festival, Pier Village
Long Branch, NJ

April 27-28
5th Annual Waretown Spring
Wine Festival; Waretown, NJ

May 13-17, 2019
STS Marketing College
Dahlonega, GA

May 26, 2019
Opening day Aitkin Farmers'
Market @ Butler's ... 9-1
Aitkin, MN

June 1-2
9th Annual Jersey Shore
Wine Festival ... Lakewood
Blue Claws, NJ

**Uganda trip June 12-25,
2019**
Sylvia's Children
Mbirizi, Uganda, Africa

Good luck in your sales ... never give up ...
tenacity succeeds every time!

If you are looking for some beautiful photos
that would look great in ANY home (they are
like art!) ... visit this site. They are gorgeous!

<https://fineartamerica.com/profiles/antony-costa.html>

PS - notice *new* e-mail address
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Lots of great stuff every two weeks!
