

Do you know who the author is of that quote?



"One of the best ways to progress in life is to celebrate every single success, no matter how big or small it is."

Andy C.E. Brown, Author

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April 3, 2019

Dr. Robert Schuller said "Success is never ending, failure is never final"

Dr. Schuller was one of the first televangelists who espoused Dr. Norman Vince Peale's "Power of Positive Thinking".

One of his favorites:

"If you can dream it you can do it."

My favorite?

"Find a need and fill it, find a hurt and heal it, find a problem and solve it."

What does this have to do with sales? To me ... everything. If you think you can do it the meeting or sales call starts out with the right attitude. I have trouble envisioning anyone saying "no" to me!

This positive feeling keeps you comfortable and that comfort transfers to your prospect. You are also calm, not nervous, and self-assured. All of that is conveyed to your buyer and you have an attitude transference!

I was in Seattle last Tuesday for the National Main Street conference. Had 130 people in my seminar and, for me, it was fun. I so believe in the Main Street premise and love to see them be successful.

And, at that meeting, Anwar Saleem, Executive Director of the H Street Main Street, stood up and said, "Basically we did what Sylvia said to do and we are highly successful. Just do it!" (Take a minute and look up H Street Main Street in Washington, DC. You will be amazed at the dramatic transformation



Where is Sylvia now?.

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
Dahlonoga, 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

and return to original beauty and activity.)

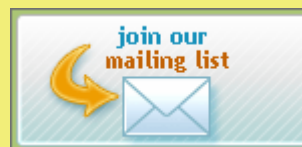
I think it was at least five years ago when they took one of my training courses and, they followed it ... took their event from an attendance of 500 to 150,000 and last year the economic impact was \$6.1 MILLION. I love to hear successes like that ... if you have had one let me know. Let me share it with our readers.

"Find a need and fill it ... find a hurt and heal it ... find a problem and solve it."

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! They are also being exhibited on Friday, April 5, at the Middletown Arts Center, NJ from 6:30-8:30

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

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



