

Hometown News Online!



"Never ever drink wine while operating power tools. The dust will spoil it."

From a Lowe's ad!

Quick Links

[Sylvia's books](#)

[Sylvia's Children](#)

Where In the World Is
Sylvia



April 27-28

Waretown Spring Wine
Festival, Waretown, NJ

May 7, 2018

Florida Main Street,
Orlando, FL



April 11, 2018

I LOVE HARVEY MACKAY

25 years ago he wrote "Swimming With the Sharks Without Being Eaten Alive." Here we are 25 years later and so much of his advice is still valid for those of us in sales. Here are seven sales lessons from that book:

1. It's not how much it's worth; it's how much people think it's worth;
2. The sale begins when the customer says yes (customer service);
3. Writing personal notes yields positive results;
4. The most important thing in any negotiation is the ability to say no;
5. Everything is negotiable;
6. Agreements prevent disagreements;
7. Lastly, the most important term in any contract isn't in the contract ... it's dealing with people who are honest.

Mackey's Moral: People's lives change in two ways: The people we meet and the books we read.

May 16, 2018

CRPA/MRPA
Sturbridge, MA

June 2, 2018

West Orange, NJ Street
Fair, West Orange, NJ

June 2-3, 2018

Cuisine on the Green\
Wine Festival, Little Egg
Harbor, NJ

June 9-10, 2018

Jersey Shore Wine
Festival, Lakewood, NJ

June 13-26, 2018

Uganda summer trip

August 22, 2018

Florida Festivals and
Events Assn., Bonita
Springs, FL

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**Summer/Fall
Saturdays**

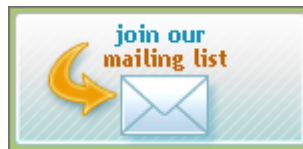
Aitkin Farmers' Market
9 am - 1 pm every Sat.
Aitkin, MN

September 8, 2018

Harvest Moon Brew
Fest
Aitkin, MN

September 14, 2018

18th Annual Rotary Clay
Shoot, Hugo, MN



Lots of great stuff every two weeks!
