

Hometown News Online!

August 20, 2014

Words of Wisdom...



"The winners in life think constantly in terms of I can, I will and I am."

Denis Waitley

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[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.

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

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SIX WIN-WIN NEGOTIATION TIPS

What is the purpose of a negotiation? Basically to build a lasting agreement that benefits all parties. Here are six tips to help you when negotiating with prospects

1. Patience ... Don't rush it, let it evolve, don't appear "hungry/anxious", take your time!
2. Questions ... Use questions to establish your prospect's needs, clarify issues, and consider alternatives. Effective questioning channels thoughts, guides discussion, and leads to greater understanding.
3. Listening ... Don't THINK you hear what they are saying. HEAR what they are saying. If you miss something, there is nothing wrong with asking for clarification to ensure you totally understand what is wanted and needed.
4. Clarity ... Avoid using technical terms and cliches. Complex language builds a barrier between you and your prospect.
5. Neutrality ... Avoid value judgments. Remember, your job is to satisfy the client's needs with your

Where In The World Is Sylvia?



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

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

September 13 ... Brew Fest, 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

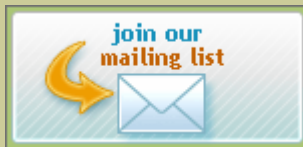
October 19-20 ... Stafford Township Wine Festival

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



product or service.

6. Creativity ... Be ready with creative alternatives if price becomes a sticky issue ... offer package deals, extended terms, customized payment, etc.

When you take your time to follow these six steps during the negotiation process you will find that you are more successful! Good luck!

September 1 is Labor Day ...
celebrate and enjoy.

August 27 is Susan Greitz's birthday
... wish her a happy day!

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>

Sylvia Allen
Allen Consulting, 89 Middletown Road, Holmdel, NJ
07733
732 946 2711/cell 732 241 1144
sylvia@allenconsulting.com