



TIP OF THE WEEK

August 5, 2008

In today's fast-paced world of e-mail, internet and voice mail, most of us have forgotten the lost art of sending a handwritten note, especially one that says "thank you." When I meet a potential client for the first time, I usually try to send them one. I often get a call saying, "That was very nice, I can't remember the last time somebody wrote a note." It works well with employees, suppliers and community members too. It's not only the good thing to do, but these days it's another opportunity for you to differentiate yourself in a simple and positive way.

Good luck. Work **ON** your business. Stay in touch.

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