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MARVIN MONTGOMERY'S

SALES TIP OF THE WEEK

BROUGHT TO YOU BY ERC



What are some of the things that you intended to do last year for some of your existing or potential clients that never happened? Maybe you saw an article in the paper about them and you intended to cut it out, get it framed, or at least call and congratulate them. Maybe an existing customer gave you a referral and your immediate plan was to send them some type of thank you gift or write them a thank you note. How about a phone call?

Guess what usually happens in most cases. Nothing! Why? Because your good intentions were never put into action. Make a commitment to act on your intentions. It will pay big dividends.

To book Marvin for your next training session or speaking engagement, contact Chris Kutsko at 440/947-1286 or by e-mail at ckutsko@ercnet.org.

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