

Hometown News Online!

Words of Wisdom...



Man often becomes what he believes himself to be. If I keep on saying to myself that I cannot do a certain thing, it is possible that I may end by really becoming incapable of doing it. On the contrary, if I shall have the belief that I can do it, I shall surely acquire the capacity to do it, even if I may not have it at the beginning.

Mahatma Gandhi, 1869-1948

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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.

October 29, 2014

TRICK OR TREAT

Be careful in sales to not do "trick or treat". What does that mean? Always be honest, direct and straightforward ... a salesperson is not a con man.

Honesty and integrity are key ingredients in developing trust. Trust is a key element in establishing credibility. Our credibility is at the center of our ability to influence others and provide strong leadership. In our leadership development work participants are asked to list the qualities of the most effective leaders they have experienced in their family, school, community, social, or organizational lives. Words like sincere, truthful, trustworthy, reliable, principled, and genuine are usually on the list. These characteristics are the hallmarks of strong leaders.

Honesty and integrity are a given in most conversations about leadership values. But some people seem to feel it's something you can slip on and off

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

 FreeColorPrinters

Where In The World Is Sylvia?



October 23-31 ... APTA Fam tour to Uganda

November 2-5 ... Amelia Island conference

November 13-21 ... Uganda for Sylvia's Children

November 24-30 ... Fishhouse Parade, Aitkin, MN



like clothing. They will speak of personal, professional, or business behaviors as if different suits of honesty are put on according to the situation. This shows "doing honesty" rather than being honest. It's no more than putting on an honest act. People quickly see through it and reduce us to our lowest level of honesty and integrity - our dirtiest clothes. Even more importantly - which is the real me? How can changeable honesty ring true to me?

Just be honest in your sales efforts. Plus, you don't have to try and remember what you said that was dishonest!

HAPPY HALLOWEEN!

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 just updated the sponsorship book in September! 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>

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