



"Opportunities multiply as they are seized"

John Wicker

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[Sylvia's books](#)

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Where In the World Is Sylvia



April 27-28

Waretown Spring Wine Festival, Waretown, NJ

May 7, 2018

Florida Main Street, Orlando, FL

May 16, 2018

CRPA/MRPA Sturbridge, MA

June 2, 2018

West Orange, NJ Street



April 25, 2018

Another good writer!

... Robert Herjavec from the popular TV show "Shark Tank". (I guess living near the Jersey Shore makes me shark focused!)

In his book "You Don't Have to be a Shark: Creating Your Own Success" many of his suggestions parallel those of Harvey Mackey who wrote **Swimming With the Sharks**.

Here are some good quotes from Herjavec's book:

1. A goal without a timeline is just a dream.
2. Sales are the beginning of everything that business strives to achieve.
3. We are all in sales ... everyone is selling everybody something sometime.
4. The story does not end with the sale. In other words, you have to service the account.
5. Salespeople enjoy the company of people.

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

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

6. Salespeople spend more time listening than talking.

7. Good salespeople learn everything possible about buyers and their interests ... and good salespeople work at building relationships.

If you have read Mackey's book you can certainly see the parallels. It never hurts to hear it more than once! Happy selling ...

PS - notice *new* e-mail address
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Lots of great stuff every two weeks!

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