

Hometown News Online!

Words of
Wisdom...



"Our greatest joy is
not in 'never failing'
but in rising every
time we fall"

Confucius

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Where In The World Is
Sylvia?



May 23-September 30 ...
Farmers' Market every



July 22, 2015

HOW TO TAKE RISKS -- BIG OR SMALL--MOST EFFECTIVELY

I LOVE Harvey Mackay and ... if you
haven't read anything of his, get going!
He has a syndicated column that runs in
most major newspapers around the
country and TONS of books. He is one
smart salesman! This is an excerpt from
one of his columns in the Minneapolis
Star Tribune.

Playing it safe isn't the way to get ahead.
You've got to go out on a limb sometimes
... just not so far that you fall off!

Here are Mackay's seven tips for intelligent risk-taking:

1. Know your motivation;
2. Define success at the start.
3. Look at the best and worst outcomes.
4. Consider your timetable.
5. Focus on benefits, not dangers;
6. Get started;
7. Do what matters to you.

And, remember the Confucius saying ... if

Saturday in Aitkin, MN

August 3-7 ... Dahlonega, GA

August 25-26 ... Alabama Main Street, Birmingham, AL

September 12 ... Brewfest at the Butler building, Aitkin, MN

September 14 ... NRPA, Las Vegas, NV

September 15-16 ... Graph Expo, Chicago

September 21-23 ... IFEA convention, Tucson, AZ

September 24 ... Wisconsin Main Street, Chippewa Falls, WI

October 11 ... Lake Harriet Christian Church/Sylvia's Children

October 28 ... Jewish Business Network Breakfast speaker, Marlboro

November 12-20 .. Christmas Party in Uganda, Africa

it doesn't work, just get up and keep trying!

Just FYI ... still have room for some speaking engagements in October and December.

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>

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