

Hometown News Online!

May 28, 2014

Words of Wisdom...



"You miss 100% of the shots you never take!"
Wayne Gretzky

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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.

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



Where In The World Is Sylvia?



May 24-October 1 ... Farmers' Market, Butler Building, Aitkin, MN

May 28 Ohio, Main Street webinar

May 23-30 ...Minnesota (May 30 is Jason Davis's retirement party in St. Paul!)

June 7-8 ... Jersey Shore Wine Festival at the Blue Claws

June 20-26 ... Ireland

July 19 ... Celebration of the Paul Bunyanland Trail at the Butler Building in Aitkin, MN



"I'M AFRAID THEY WILL SAY NO"

Every time I teach a seminar and ask why people don't like selling the answer I always get is the title of this little piece! "I'm afraid they will say no."

OK ... who has died from hearing the word "no"? Look at this week's quote ... think how many times a basketball player shoots at a hoop or a baseball player swings the bat (remember a .300 batting average is GREAT ... that means they hit one out of three times at bat) or a hockey player shoots the puck toward the net. They miss! "No" is just a miss and you just keep trying.

Brian Tracy says you have to make 100 calls to get 10 appointments to make one sale ... that's a LOT of "no's"... get over it and start asking. You will be surprised how many "yesses" you will get!

And, here comes the commercial ... I can certainly train you how to get to yes (I do coaching) or ... you can buy my sponsorship book and DVD and teach yourself!

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%.

Want a preview? [Click here!](#)

<https://www.youtube.com/channel/UCyR6vOJzxm7UmuelLOkN9bNQ>

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