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There is an obvious reason we are in business ... to make money. But when making money becomes the focus we lose sight of our goal to become a true consultant to our clients. In the age of social media, texting and emailing we forget about forming relationships. "Pressing the flesh", as I like to call it is a lost art. I like to look into the eyes of my clients, let them know their purpose is my purpose, get to know about them, find out what about their business that keeps them up at night.

Remember, the word sales does not exist when you are a consultant and you are looking out for the best interest of your client.