



TIP OF THE WEEK

November 21, 2006

It's almost Thanksgiving and here's a tip that I learned from Bill Farquharson. Send Thanksgiving Cards. Five notes to business friends and five to personal friends. Hand-written on notepaper. Tell them why you're thankful for their friendship, and why you're grateful that they're a part of your life. It's hard for some of us – especially us macho types. And it may be tough staring at that blank piece of paper. But just start writing and you'll find that it begins to flow. They'll appreciate it and you'll feel great. Have a great Thanksgiving. Enjoy the turkey and football – but don't overdo the pie. Ah, the heck with it – go for seconds!

Good luck. Work **ON** your business. Stay in touch.

51 HOLLAND
AVENUE
WESTFIELD
MASS
01085-3730

The Markens Group

Ben Markens