



Business Builder

Tips & Techniques to Help Your Business Grow

Ten Things To Do Today to Get Business

Here's an interesting little list written by Jeffrey Fox of ten things you can do today that will bring you more business:

- #1 Send a handwritten note to a customer.
- #2 Clip and send an article of interest to a potential customer.
- #3 Talk to a satisfied customer and ask who else you might help.
- #4 Send a thank-you gift to someone who referred you to a customer.
- #5 Give your business card to someone with influence.
- #6 Send a letter to the editor of the paper about a product or service that you offer that would make for an interesting article in his publication.
- #7 Add fifteen people to your mailing list.
- #8 Leave a compelling voice mail with a prospect.
- #9 Make an appointment with a potential customer.
- #10 Call a customer who you haven't talked to or seen in your store in the last two years. Ask them why they no longer do business with you.

From the book, *How to Become a Rainmaker* by Jeffrey Fox

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