



Ten Things to Do Today to Get Business

- 1. Send a handwritten note.**
- 2. Clip and send an article of interest.**
- 3. Talk to a satisfied client and ask who else you might help.**
- 4. Send a thank-you gift to someone who referred you.**
- 5. Give your business card to someone with influence.**
- 6. Send a letter to the editor of a magazine your customers read.**
- 7. Add fifteen people to your mailing list.**
- 8. Leave a compelling voice mail.**
- 9. Make an appointment.**
- 10. Call a client you haven't talked to in two years.**

Rainmakers do something every day to help their company get new business.

Taken from How To Become A Rainmaker by Jeffrey J. Fox

PEOPLE * PROCESS * PRODUCTIVITY * PROFIT