



October 16, 2025



JUST FOR GRINS:

“I got my friend a fridge for her birthday...I can’t wait to see her face light up when she opens it!”



SELLING SMARTER:

What makes it painful for your clients to do their work? Discover these concerns and create solutions that your products and services can provide. Remember: People think logically but act emotionally.



SERVICE SPOTLIGHT:

Handwritten notes still work! For your top clients/ customers, grab a pen and write a quick thank you note showing how you appreciate their business or looking forward to working with them on a future project. In the days of AI and “Press 3 for service”, people are looking for human connections.



OWN YOUR SCHEDULE:

Pre-planning: Try taking 10 minutes tonight to prepare for tomorrow. This can include checking your appointments, completing quick admin tasks, laying out your clothes, or preparing your lunch. Anything you do tonight can lower your stress tomorrow!



BEER BASICS:

Sumerians valued beer so much that they used it to barter for goods and services. The Sumerian root word for beer was “kas” with eventually developed into the English word for money – “cash”.



FEATURED WORKSHOP - INTRODUCTION TO BEER 3.5 hrs.

Enjoy a unique training experience involving sampling and learning about one of the world’s oldest and most popular beverages. A great workshop for beer servers, salespeople, and companies looking for a fun team-building class!

