

Rise and Shine in 2009!

If you are someone who is no longer waiting for a better, stronger market, and is wide awake to understanding that you need to find what it will take to get your "Market Share" of business and more... in 2009! **CONGRATULATIONS!!!** You're coming into the New Year with a head start!



The best thing you can do today is look upon your colleagues, customers and friends as PARTNERS! Collectively you are much stronger than you could ever dream of being individually. Great things are achieved from those trusting relationships that you have already nurtured and grown. Now you can capitalize on them by combining your Strengths, to gain that "Market Share" of Business we are talking about! The Pie is still there, we are just sharing pieces...(instead of having one to ourselves!)

"Partners in Business" trigger a desire in each other to reciprocate! This two-way street is the foundation for a SUCCESS waiting to happen. This could be a vision of your 2009... an extension of you, gaining more market share, more easily, and having much more fun working with people who are like minded and in alignment to your beliefs and business practices.

Tips to Start:

- 1) Do a Self Evaluation on YOU and Your Business to see who could be added?
- 2) Visualize what it would look like to have a partner in certain initiatives.
- 3) Develop an Action Plan to find "NEW" partners toward your ***Preferred Future!***
- 4) Implementation is next! (Without that nothing comes to fruition...)
- 5) Periodically stop to review your progress together!
- 6) Celebrate SUCCESS together as they happen!

In Closing, or better yet in "Looking Forward"... hidden talents are everywhere! Seek out your hidden resources; they are waiting to be tapped! We all have the time to share and spare... it's this time that affords us new found relationships, and connections! I guess it is right back to Elementary School days...

"Share and Share alike"

Here's to a successful year in Partnership, Loyalty and Market Share!

From the Desk of Ella Kate: (Nana's Junior Partner)

Happy New Year Everyone!!

I am still keeping my "Christmas Cheer All Year" promise, how about you guys?? I even stopped the other day and said "Merry Christmas" with a really cute smile! Remember those candy canes I talked about last month... I got another one (they had some left over)

Nana says "Ella, we need to move forward... Rise and Shine, it's 2009" This year, my plan is to make it to the potty every time to get an M&M as a treat! My mommy's plan is for that to be done in January! I think we need a Personal and Business Plan meeting... to see when diapers and Pull-Ups really have to go away!

If you need help in your 2009 Business, please call Nana! She is as awesome at that as she is at making *CUPCAKES!!!*

Happy New Year!

Hugs,
Ella



*(Making Cupcakes with Nana!!)
Yummy!!!*

International Builders Show-- January 20-24, 2009

I wanted to share the news that I will be speaking at the International Builders Show in Las Vegas the week of January 19th. I have a few programs that might be of interest to you if you are making the trip. Here are details regarding my programs:

- ***Buy New but Don't Sell the Old One Just Yet!***
- Tuesday January 20th from 8:00-9:30
- ***2009 Sales Management Summit- Sales is a Game... Coaches Needed***
- Wednesday January 21st from 1:00-4:00

The Builders Show is one of the largest conventions in the country. I am excited for the opportunity to share my knowledge, ideally helping to better our industry in any way possible. For further details on the convention, please visit: <http://www.buildersshow.com> or give me a call at 612.817.4089

Buy 2 get 1 *FREE*...

Buy any 2 Sales Training Seminars and get 1 FREE if purchased by
February 28, 2009!!

- Personal and Business Plans for 2009
- Mental Toughness and Market Share
- What is Your P.C.C Quotient- Prospecting, Creativity, and Calling
- Collaborative Selling- The Sales Process vs. The Buyers Journey
- The Power of Persistence and Persuasion
- How to Win the Battle of Indecision
- 8 Keys to Great Customer Service

To ORDER Contact Mulcrone & Associates Inc.
kerry@kerrymulcrone.com or 612.817.4089





Kerry Mulcrone; MIRM, CSP, CMP

A Brand New Workbook
to ...
Increase New Home Sales!

**EVERYDAY BUILDING BLOCKS
FOR
NEW HOME SALES MANAGERS**

written by,
Kerry Mulcrone MIRM, CSP, CMP

Do you sell New Homes... Do you manage New Home Sales Professionals... Are you are a Builder in charge of ALL Operations??

This book is for you! Get the BEST Tips, Tools, and Take-Aways of the Trade.

This workbook will be sold at the International Builders Show this year for the first time!

Topics Covered:

- What to Look for and How to Hire New Home Sales Professionals
- Sales Meeting Ideas
- How and Where to BEST Position Yourself and your Sales Team
- Scripts
- Forms
- Checklists
- and Much, Much More...

Your Price: \$24.99

To ORDER Contact Mulcrone & Associates Inc.
kerry@kerrymulcrone.com or 612.817.4089

Building New Home Solutions



Kerry Mulcrone

Mulcrone
ASSOCIATES

www.kerrymulcrone.com
kerry@kerrymulcrone.com
612.817.4089



New Email: kerry@kerrymulcrone.com