

Dear Valued Member,

## HAPPY NEW YEAR!

Everyone says "Happy New Year" and of course, we hope you have a Happy New Year as well, but we also want it to be "Profitable" as well as "Happy". As we enter our 5<sup>th</sup> year in business, GMS is more convinced than ever that relationships are the most effective way to increase profits. We feel that 2005 will be another banner year for GMS and our network and with 15 new businesses coming aboard in December, we are off to a great start!

It is important to note that after 5 years of meeting with small business owners, we are beginning to see trends for both success and failure for many businesses. It is also important for small businesses to share knowledge and we will be doing more of that this year. Why re-invent the wheel when we don't have to? Knowledge management is key!



### NEW 2005 G.R.O.A. AWARDS, CONTESTS and PRIZES!

In addition to the G.R.O.A. Award Grand Prize contest, we will continue our "pick-3" contest and increase all gift cards to \$20 per winner! Your 3-digit number will be compared to the "Pick 3 Evening" for the NJ Lotto on the 25<sup>th</sup> of every month. Get just 1 digit correct and you are a winner! Guess the Pick-3 number exactly? Receive your next 12 month's of GMS membership FREE or your next month's CAR PAYMENT PAID BY GMS... Up to \$500! Your Choice!



## Use our "Official Member" Logo in 2005!

*\*As thanks, receive 50 G.R.O.A. points for each new media type or publication used.*



Many members have requested our logo for their marketing projects, so here it is. We can email it to your printer or directly to you. Let the world know that your reputation is important and that you are working with other businesses in the community. People know and trust GMS members and our GMS logo will add weight to your advertisement.

**\*Note: In order to protect the reputation of the network and its members, we will only authorize the use of our logo for members who have been with us for at least 1 year and are in good standing. All GMS Printers have our logo on file.**

### How do I get points?

- 200 points** – 1) Refer a fellow member to GMS (Feb. through Dec. 2005)
- 100 points** – 1) Use a fellow GMS member that you didn't use in 2004  
2) Host a GMS event
- 50 Points** – 1) Use "GMS" logo usage in your print media (fax copy to GMS)  
2) Start an E-zine  
3) Send a testimonial
- 25 Points** – 1) Send an Introduction letter  
2) Website Consultation  
3) Send a special offer
- 75–100 points** – 1) Attend a GMS Function. Points vary with the event. (i.e. Lakewood BlueClaw Tradeshow = 100 points)

## BONUS POINTS for January!

Refer a new member that JOINS between now and **January 31st, 2005** you will receive: **300 G.R.O.A. points!** Referring a new member is easy, just send GMS the following information: **Business Name and what they do, Owner's First and Last Name, Business Phone Number and Website address (if they have one).**

We will contact and meet with the owner in person. It is that easy! Remember, as the network grows, so does your potential customer base. Try and think of at least 3 - 5 referrals and we will do the rest!

G.R.O.A

Grand Prize for 2005:

**5 days, 4 nights at the Hotel Atlantis in the Bahamas**  
including round trip airfare and transportation to and from the airport!

*(There are some restrictions and black out dates (holidays) and advanced notice is needed for travel. We will be posting these restrictions on our website by Jan. 15th.)*

**Prizes 2nd –5th have changed for 2005 and will be posted by the 15th as well.**



**GIVEME  
SERVICE  
.COM**

## **NOT A MEMBER YET?**

If you are a quality business owner, becoming a member is easy. All you have to do is call or email us and set up an appointment where an owner of GMS can meet you in person. We have met every business owner in an effort to protect not only the reputation of GMS but also the reputations of every member in our network. It also allows you the opportunity to get to know us personally. When we hand your business card to someone, the potential customer feels much more comfortable with the referral.

For further information on:

The GMS Network, visit:  
**[www.givemeservice.com](http://www.givemeservice.com)**

GMS Web Design, visit:  
**[www.gmswebservices.com](http://www.gmswebservices.com)**

GMS Web Hosting, visit:  
**[www.gmswebhosting.com](http://www.gmswebhosting.com)**

*New Jersey's Quality Small Business Network!*

**GIVEME  
SERVICE  
.COM**

28 Court Street  
Freehold, New Jersey 07728  
Ph. (732) 761-9991  
Fax (732) 761-9901  
[info@givemeservice.com](mailto:info@givemeservice.com)

**GIVEME  
SERVICE  
.COM**

*Newsletter*

**Business to Business Networking**

**Web Design & Hosting**

**IT Services**

**Marketing Strategies**

**Small Business Advocate**



**January 2005**