

Dear Valued Member,

**INSPIRE LOYALTY –  
BUILD RELATIONSHIPS!**

Question: Would you rather do business with someone recommended to you or someone you know nothing about? The same is true of your customers. Word-of-Mouth is so powerful and using fellow GMS members is a great way to get the ball rolling. A strong recommendation is the next best thing to knowing the business owner personally. Most likely you would choose that businesses service or product with confidence.

The flip side of that coin is also true. When someone recommends your business, the result is a new customer most of the time. This is why relationships are so important. Not just for their business, but also for the business they can send your way via Word-of-Mouth.

When a fellow GMS member calls upon you, it is important to treat them with VIP service. GMS has a big Word-of-Mouth MOUTH and many other members will most likely hear about their experience. Obviously, you want to give every customer great service, but GMS members are special because they can actually help grow your business long after their check has cleared.

However, keep in mind that relationships work both ways. They are reciprocal. At GMS, we reward our members who use the network: as for our GMS team, we use GMS members in our own lives and for business purposes. The rewards and life-long relationships we have established are invaluable. The benefits have been huge! Have you used a GMS member lately?

*GMS Rewards  
Members in July*  
**BIG TIME!**

We have our first Pick 3 winner! Who you ask? Heather Katz of Core Fundraising! She is the winner of one year's free GMS membership! That's a value of over \$500 for most GMS members! 5 Winners overall in May! Movie gift cards for 2 were also won by: Flying Turtle Inc. (2 times), Ann Marie Sgroi – Century 21, Alpha Centauri Management and The Middletown Howard Johnson.

For details on how to enter our monthly contest, use a GMS member and see January's GMS newsletter online!



**2004 G.R.O.A. Contest**  
**Come in 1<sup>st</sup> and win \$1,750 • 2<sup>nd</sup> gets \$750!**  
**REFERRALS NOW 200 G.R.O.A. POINTS!**

**SOLD OUT!**

4<sup>TH</sup> ANNUAL  
LAKEWOOD  
**BLUE CLAWS**

**GMS SMALL BIZ  
COMMUNITY NIGHT!**

**GMS MEMBERS ONLY**  
**July 14<sup>th</sup> & 16<sup>th</sup> – Only \$200**



**2 Games, 2 Nights, 6 Tickets,  
1 Business Card Exchange,  
1 Trade Show, 200 GROA Points  
and OVER 8,000 PEOPLE!**

Sorry, this event is sold out. We have a short waiting list for possible cancellations that may occur due to emergency situations. If you would like to be added to this list, please let us know.

**New Sales Manager Hired!**

Please Welcome  
*Irina Bakhshiyants*

GMS is excited to introduce Irina Bakhshiyants as our new Sales Manager. No, Marc did not get fired. We wanted a woman's touch in our company, and this helps us allocate more time to customer care issues as well as increase our rate of growth. Irina brings a strong sales background, excellent organization skills, and endless energy to our team. The best way for GMS to help our members is to grow the network. Irina will help us accomplish this goal with style and class.

	Core Fundraising	Ink jet & cartridge recycling for charities & cash	(732) 780-0208	2975 points	
	Cartridge Renewal Systems	Ink jet, copier, and fax cartridge replacement	(732) 845-9497	2475 points	
	Annmari Sgroi- Real Estate Agent	Real Estate purchase and listing services	(732) 536-2228	1300 points	
	Serico & Dubnik, PC, CPA's	Accounting and Tax Services	(732) 280-7730	1075 points	
	Raw Feed News	Newspaper Publication & Advertising	(732) 299-5625	1000 points	

**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)

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*Newsletter*

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