

Dear Valued Member,



Brian Smith and Marvin Ellis Jr. both qualified for Regionals in April. Brian made a strong showing in the 25+ class with a 3rd place finish on Sunday, and Marvin came in 7th on Saturday and 1st on Sunday. Many thanks to our sponsors, Sign-A-Lize and Congilose and Associates for helping our team succeed. Sign-A-Lize (www.sign-a-lize.com) provides business signage and lettering services and Congilose and Associates (www.yourfinancialsecurity.net) provides financial and Health Benefits services.

Testimonial Winners!

Give and Ye Shall Receive!

23 testimonials resulted in 14 gift cards for GMS members! Each winner receives a \$20 gift card to Loews Movie Theaters or Barnes and Noble. March winners were: AnnMarie Sgroi and Cartridge Renewal, 3 cards each; Paralegal Services and Alpha Centauri Management, 2 cards each; Core Fundraising, Laser Galaxy, Remarkable Alternatives, and Sure Seal of N.J. earned 1 card each. Great Job to all!

EXCLUSIVITY ON GMS? NOT A GOOD IDEA

One of the most frequently asked questions during any initial meeting with a potential member is, "Are you going to have any competitors in my category?" Good question! The answer is either "Probably" or "yes" and here is why: First of all, customers like to have choices. GMS offers options and people respond in kind. Also, not every service in the same "category" is exactly the same. Every business is special and "Specializes" in different areas. For instance, some attorneys focus on business law, others Real Estate, etc... One Attorney cannot possibly serve every customer's needs. This is true for almost every member. Furthermore, GMS is not bound by geographical boundaries and it is difficult for any one member to serve all of any one county, let alone the state. So, having a range of businesses within the same category serves local communities, other GMS members, and adds value to our network. Finally, we don't put limitations on any one category because we don't want to limit the number of potential customers that you can work with. As our network grows, the opportunity for you to increase your business grows as well.

ECOMMERCE For Services?

Why not?

Most people think of selling products online, but services can be sold online as well. If you think they can't, you may want to visit a site we built for a non-GMS member in the Boston, Massachusetts area called www.saloncharisma.net. This salon doesn't sell any products, just services in the form of gift cards. If you are curious about an e-commerce solution for your business, give us a call and we can discuss options for you as well.

2005 G.R.O.A. Contest

Come in 1st and GMS will send You & Someone Special to the Bahamas!

Cartridge Renewal Systems
Ann Marie Sgroi- Century 21
Core Fundraising
Sure Seal of NJ
Child Care N.J.

Ink jet, copier, and fax cartridge replacement
Real Estate purchase and listing services
Ink jet & Cartridge recycling for charities & cash
Deck and Patio Sealing Services
Child and Day Care Services

(732) 845-9497
(732) 536-2228
(732) 780-0208
(732) 607-0805
(732) 446-1230

2725 points
1900 points
1450 points
1425 points
1150 points

UPCOMING EVENT

RAIN OR SHINE!

GMS/Monmouth Park Racetrack 5th Annual Sunday Picnic!

★ **WHEN:** ★
Sunday, June 5th at 11:30 AM
Weekend following Memorial Day Weekend

WHAT:
Fully catered "All You Can Eat and Drink" buffet-style venue, trackside, with our own private betting booths

MENU:
BBQ Chicken, Hamburgers & Cheeseburgers, Italian Sausage & Peppers, Garden Salad, Pasta Salad & Corn on the Cob

BEVERAGES:
Domestic Beer and Assorted Sodas included

INCLUDED:
Race Program and Entrance Fee

COST:
\$35.00 per person; we have a limit of 100 guests. Kids 4-12 - \$10.00 and kids 3 and under - FREE

RSVP:
Reserve your tickets now!
We can add the charge to June or July billing per your request.



**GIVEME
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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

GMS Web Design, visit:
www.gmswebservices.com

GMS Web Hosting, visit:
www.gmswebhosting.com

New Jersey's Quality Small Business Network!

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