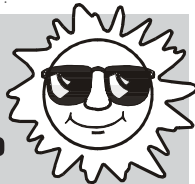


Dear Valued Member,

**THE SUN IS OUT  
AND ACTIVITY  
IS HEATING UP**



As we thaw out from the long winter, we are excited as we look at the rest of 2004. GMS added 11 new members this month including the Northern Monmouth Chamber of Commerce (Welcome aboard Chrissy Tomaine!) We have two fun and relationship growing events scheduled this summer as well as contests that reward activity every month. Small business owners that work together enjoy long lasting benefits and what you put in comes back many times.

**GMS WINNERS!!! –  
It's Easy!  
Just Send a testimonial  
and a "3 DIGIT" GUESS**

Our movie gift card contest for (2) will run throughout 2004 due to member feedback! Last month's winning # was 287. Congrats to The Sophisticated Basket, Cartridge Renewal Systems (won 4 times), Bubble Elegance, Ann Marie Sgroi, and Core Fundraising for victory! Enjoy the Show! As always, hit all 3 #'s of the NJ Lotto's "Pick 3" contest on the 25<sup>th</sup> of every month and GMS will make your next car payment up to \$500. For details, see January's GMS newsletter online!

**WEBSITES:  
A Vital Business Tool --  
Not A Miracle Cure**

We often get questions about the importance of a website and what it can do for the small business owner. Is it worth the costs involved? Will it really improve the bottom line? The truth is that any business without a QUALITY website is making a big mistake. However, it is not a miracle cure for a poorly-run business or a solution to all sales-related problems. It is simply a tool in the toolbox – but oh... What a hammer it is!

**Why is it so important? Here are the top 10 reasons to have a website for your business.**

- 1) Demonstrates business stability and credibility
- 2) If done properly, exhibits an excellent first impression
- 3) Critical for sales and promotion of service offerings and products
- 4) Works for you 24 hours per day, 7 days per week, 365 days per year
- 5) Is the perfect equalizer for the small business owner, any business can have an Internet presence
- 6) Allows customers to communicate with you even when you are not available
- 7) Once paid for, it is basically free marketing
- 8) It is an investment in your business that pays for itself over time
- 9) Is easily updated at a relatively low cost as your business expands and evolves
- 10) Works in conjunction with all other marketing efforts and leverages your marketing dollars

**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!**

**RAIN OR SHINE!  
GMS/Monmouth Park Racetrack  
4<sup>th</sup> Annual Memorial Day Picnic!**



**WHEN:**  
Monday, May 31st at 11:30 am



**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:**  
\$39.95 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!  
Don't pay until June billing if you request.



**GMS-ANTI-VIRUS SOFTWARE INSTALLED**

At no cost to GMS members, GMS has upgraded its servers and installed anti-virus software that will catch 95% of all viruses sent through our server. If you are not hosting your site with GMS, you are probably paying too much, receiving too little, and fighting battles you don't need to fight alone. Let GMS go to work for you today. We are your resource! Call us anytime!



Core Fundraising  
Cartridge Renewal Systems  
Annmarie Sgroi- Real Estate Agent  
Serico & Dubnik, PC, CPA's  
Raw Feed News

Ink jet & cartridge recycling for charities & cash  
Ink jet, copier, and fax cartridge replacement  
Real Estate purchase and listing services  
Accounting and Tax Services  
Newspaper Publication & Advertising

(732) 780-0208  
(732) 845-9497  
(732) 536-2228  
(732) 280-7730  
(732) 299-5625

2525 points  
1875 points  
1300 points  
1075 points  
900 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 person 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!*

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*Newsletter*

**Business to Business Networking**

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**Marketing Strategies**

**Small Business Advocate**



**May 2004**