



Monthly Notice: I want to share an important lesson I learned in the past few months. Always use an expert when the situation warrants it. This accepted wisdom will advance your evolution of business by concentrating on what you do best. We all would like to believe that we know everything. Give yourself the credit you deserve. You are well versed and aware of your needs. This past occurrence I experienced was not my expertise. My computer crashed and left me in an unfamiliar predicament with timely delays. I presumed I had backed up the information correctly and found it to be erroneous. Yes, I am human. Entering a field you are not familiar with will cost you money. The newsletters and a heap of data were lost. One grand point of view is that my computer is SUPER FAST. Using Experts for your business is an essential part of success. Relying on your own knowledge may not meet the intensity to excel. There are many areas we should seek advice. It will cost some in the beginning but will not be pricey in the end. Experts are worth their weight in gold.



Back on June 17, I held a seminar for the “Art of Negotiating” at the CCAR building in Market Commons. This seminar contained some of the most effective techniques that guaranteed results. Two weeks after the seminar, I spoke to an attendee. He informed me, he applied the techniques learned at the seminar just days later and closed a deal for over \$900,000. This information is very powerful and will give you results. If you want to experience a successful track with these commanding tools, call my office and set up a free conference on coaching and hear how I can help you. You are worth much more than you may believe. I believe you are!



Did You Know?? The Roman Senate named a month after Emperor Augustus, but it decided that since Julius's month, July, had 31 days, Augustus's month should equal it: under the Julian calendar, the months alternated evenly between 30 and 31 days (with the exception of February), which made August 30 days long. It was lengthened to 31, preventing anyone from claiming that Emperor Augustus was saddled with an inferior month.

HERE'S A HELPFUL HINT: BE UP FRONT! A strong tool that is lost by most negotiators is, being up front. Most are wrapped up in the tug of war game, a straightforward honest position could land a winning deal. Most feel they should hide and hold a solid ground when selling. This may result in a resistance or battle. Years back, as I coached a person on there selling techniques, I noticed facial expressions that were not conducive to the discussion. I asked; “why the looks”? the response was; “I have back pains”. When parties on the other side of this negotiation are noticing this expression, they believe this is an action against them. They may feel that the other person is not happy to talk to them when in fact it was about pain in his back. I advised this student prior to the start of any talks, to inform the other parties of your situation. He proceeded to honestly speak of his back. He apologized for any facial expression related to his pain and these expression were not reflected upon them. When it was all said and done in approximately two hours of talk, the other party gladly accepted this student 's offer.

LOOKING FORWARD

A campaign to advance the business is in development. With results hitting an unprecedented level, MBIC is mapping a course to help more people in need. The Credit department is taking on a superior method with Credit Recovery and Empowerment. The Empowerment portion of our method has provided clients with prevailing techniques that allows them to reach goals they never thought was in their grasp. This empowerment will benefit any walk of life at any level. We are hiring experts in the field of advancement and growth to present a more prolific product. We will be providing all results to of past clients in the near future through the website. The Power Principles of Success book is hitting home to many and is receiving great results. Signed copies of the book are still available; it is accompanied with a 20 minute coaching session. A seminar is being correlated with 255 congregations slotted for next year, presenting influential methods used through coaching. **HAPPY LABOR DAY TO ALL YOU HARD WORKERS.**



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