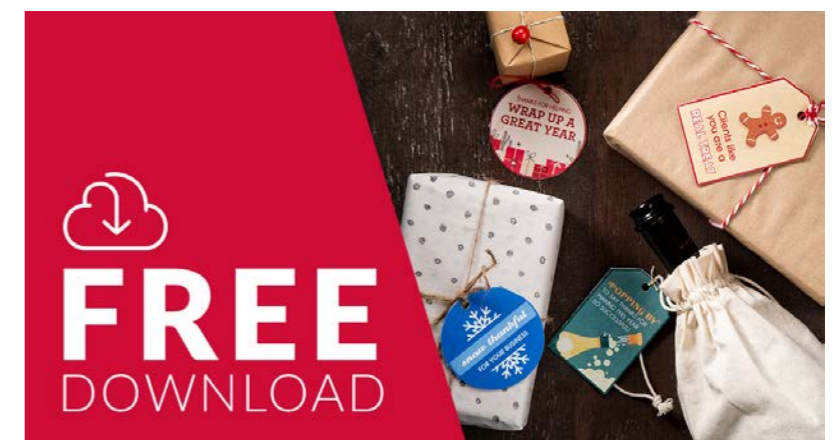


FREE RESOURCES

remindermedia.com/resource-library



WEEKLY BLOG CONTENT

remindermedia.com/blog



**Personalizing Thank You
Notes to Customers**



**Improving Client Relations
for Your Business**

NEW VIDEOS EVERY WEEK

youtube.com/remindermmedia



EXCLUSIVE CONTENT EACH ISSUE!

Available right in your account

The Ultimate HOME MAINTENANCE CHECKLIST

Buying a home is one of the biggest and most exciting purchases of your lifetime. However, what many neglect to remember is that with responsibility comes hard work in the form of home upkeep. Keeping up with regular home maintenance tasks will keep you from future headaches and wasted money.

ANNUALLY

- Clean your kitchen ventilator or exhaust fan. Have ductworks cleaned, if applicable.
- Check the attic for leaks, stains, and dampness.
- Have a professional conduct a chimney inspection and sweep.
- Have your heating and cooling system serviced.
- Bleed air out of the radiators if needed, and check for leaking valves.

STAY FIT WITHOUT LEAVING YOUR DESK

If you have a 9-to-5 desk job, then you know how easy it is to feel stiff and sore at the end of the week. To keep your mind and body limber during the workday, here are our best cubicle-friendly exercises.

NECK ROLLS
Drop your chin down to your chest, and relax your shoulders. Do 3-5 rolls slowly in one direction, and then switch directions for the same amount.

WALL PUSH-UPS
Stand at arm's length facing the wall. Keeping your feet planted and your hands on the wall, lean your upper body toward the wall, and push back out.

WRIST ROLLS
Roll your wrists around in a circular motion. Roll clockwise 10 times, and then counterclockwise 10 times. Repeat every hour or so.

REACH FOR THE SKY
With your arms above your head, interlock your fingers with your palms up. Push your right wrist higher, and then your left wrist.

THIGH STRETCHES
Sit on the right side of your chair. Grab your right ankle, and pull it toward the bottom of the seat. Hold stretch for 30 seconds. Then switch sides and grab your left ankle to repeat the stretch for the left side.

WALL SITS
Lean your back against a wall, and lower yourself into a sitting position with your legs at a 90 degree angle. Keep your legs and knees together, and hold for 30-60 seconds.

Compliments of Stacey Shanner

100TH AMERICAN LIFESTYLE

THE MAGAZINE CELEBRATING LIFE IN AMERICA

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Luxurious LOTION BARS

There's no denying that chilly winter air can make our skin extremely dry. Instead of suffering through the season, make these luxurious moisturizing lotion bars, full of natural ingredients!

Citrus
1 tsp. cinnamon
10 drops orange essential oil
Coffee beans, for garnish

Spiced
1 tsp. cinnamon
1/2 tsp. nutmeg
1/2 tsp. cloves

Green
1/2 tsp. matcha powder
10 drops lemongrass essential oil

MATERIALS: Saucapan • Glass jar • 1/2 c. coconut oil • 10 c. beeswax • 1/2 c. shea butter • Wooden chopstick/Popsicle stick • Molds

STEP ONE
Fill a saucapan with 2-3 inches of water, and place a glass jar in the center of it. Bring the water to a boil.

STEP TWO
Choose your favorite lotion bar, and add all of its ingredients into the jar, and stir with the wooden stick. Pour the mixture evenly into each mold, and set aside to cool.

STEP THREE
Once the bars have hardened, remove from the molds, and rub into dry skin.

How to Grow Revenue *with gratitude*



KIM ANGELI

CEO and Founder of Grateful Box



LUKE ACREE

President of ReminderMedia

about ReminderMedia



- A pioneer in relationship marketing for service-based sales professionals.
- ReminderMedia's mission is to empower our clients to close more deals and retain more business.
- We do this by focusing on consistent connection, relevant messaging, and relationships, to keep you top of mind.

meet
Kim Angeli



- Former insurance agency owner (retired at age 44).
- Now the owner of a global gratitude company.
- Mission is to teach the power of gratitude and relationships.
- 1 million Grateful Boxes, 1 million birthday cards.
- Added \$250,000 to bank account in ONE YEAR with gratitude strategy.

Poll: How do you show gratitude?



- Greeting cards or thank-you notes
- Gratitude calls
- Gifts or gift cards
- Client appreciation events

about **Grateful Box**



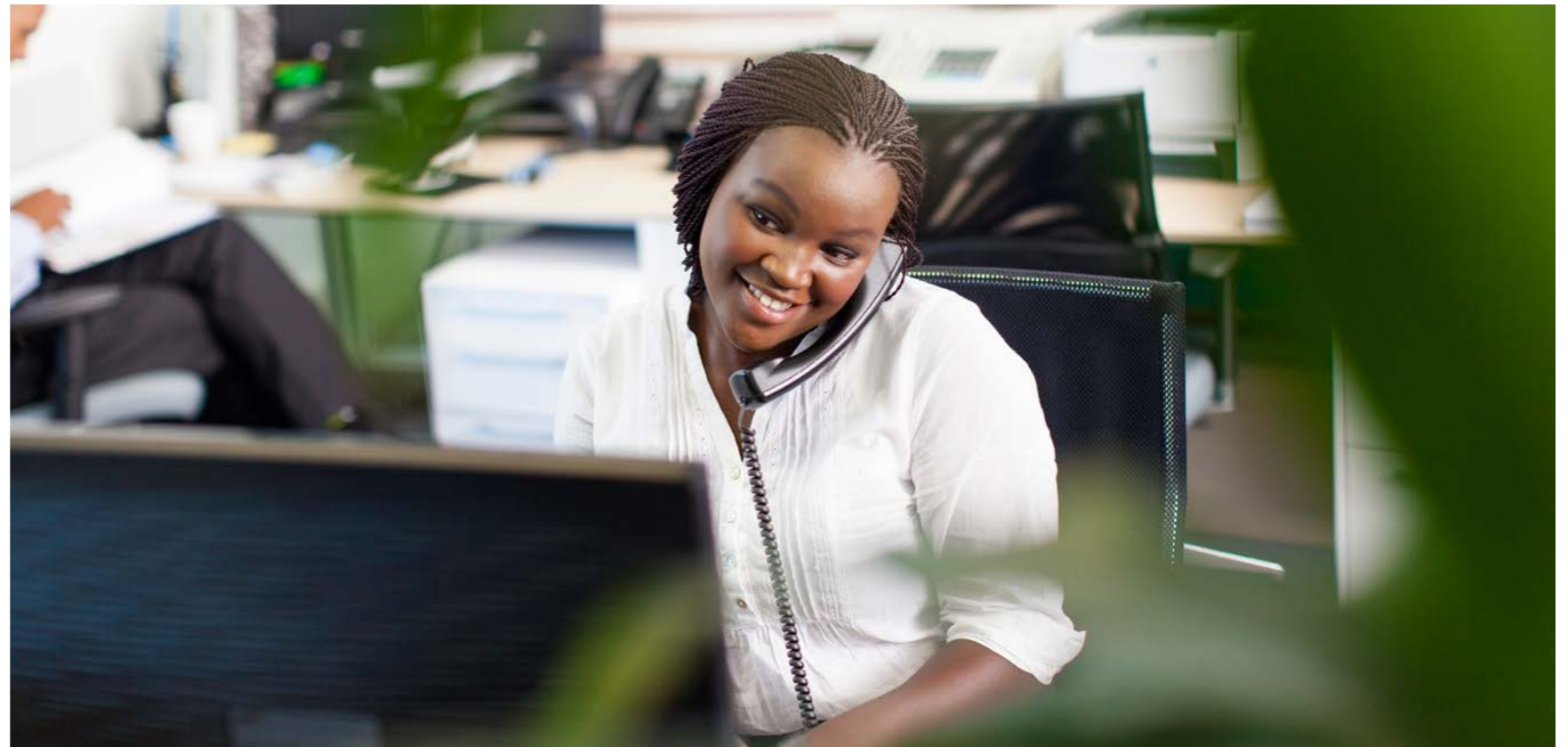
- We are Gratitude Experts who educate, consult and keynote speak to corporate employees, managers and young professionals on the power of grateful living in the workplace. It is our mission and vision to create joyful employees which in turn...increases employee engagement, retention, and profitability.

the power of **Gratitude in Sales**



- If you're concerned with competition, closing, and cash flow, you're operating from a place of desperation.
- People can feel this energy.
- When you control your emotions and operate from a state of gratitude, you can focus on serving, giving, and adding value.

the power of **Relationship Marketing**



- A strategy designed to foster customer loyalty, interaction, long-term engagement.
- Focused on producing referrals vs. acquiring only new (potentially single-transaction) clients.

the reason why **Customers Leave**



- 68% feel like you don't care about them past the transaction.

what's **your choice?**

*“Fall in LOVE with
your client, not
your PRODUCTS.”*

– Tony Robbins



- It's 6 to 7 times more expensive to bring on a new client.
- Love on your clients, new and old.
- Add value.

it's all
About Relationships



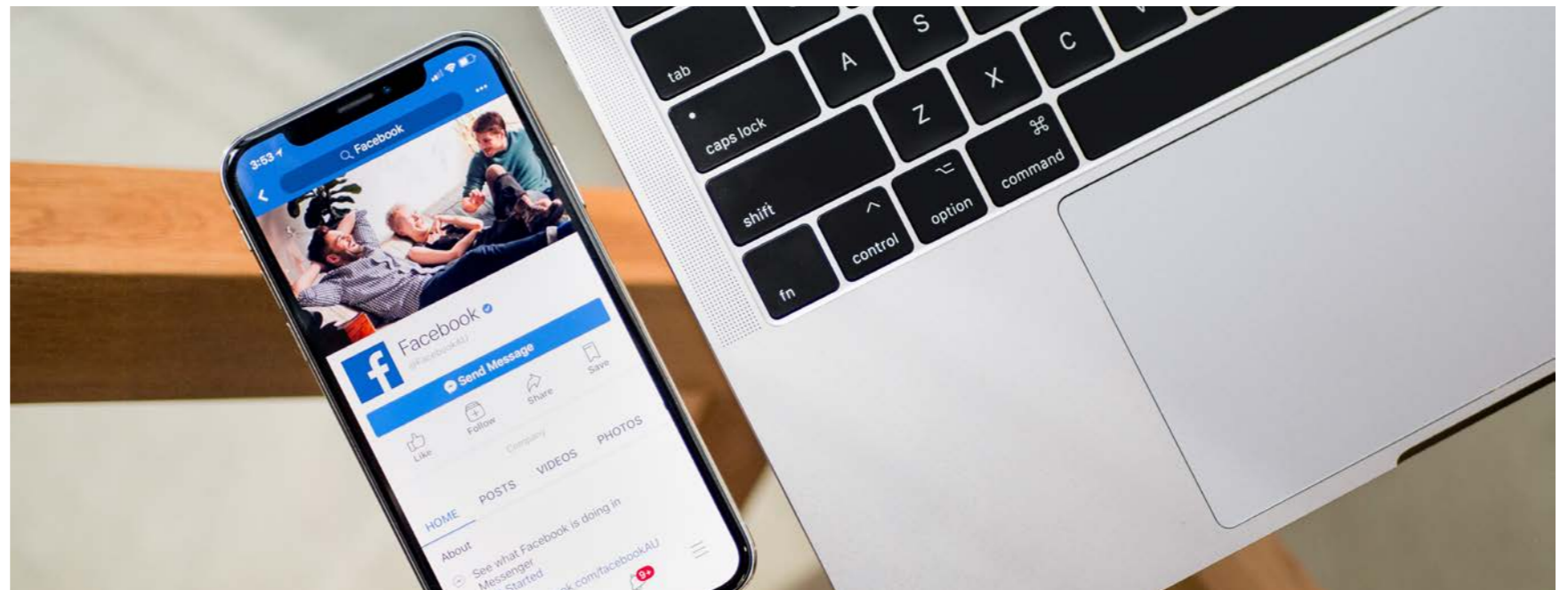
One Customer = 250 People

Poll: How strong are your relationships with your best clients?



- Very Strong (12 or more touchpoints annually)
- Strong (6–12 touchpoints per year)
- Need Improvement (1-5 touchpoints per year)
- Rarely communicate beyond the transaction

identifying **Your Relationships**



- Make a list of your top 25 relationships.
 - Your CRM
 - Your cell phone contacts
 - Facebook friends
 - Memory Jogger
 - LinkedIn connections



ranking

Your Relationships

“A” Relationships

- Know exactly what you do and who your ideal client is.
- Would walk through fire to refer you to that client.
- Some may not even be clients.

“B” Relationships

- Know what you do and would refer you if it were easy.
- Will refer over time, if you stay top of mind.
- Some may not be clients.

“C” Relationships


- Will only refer if the opportunity falls into their laps.

“Y” Relationships

- As in, “Why are you putting them on a list?”
- They see no value in your services and are constantly asking you to show your value.



**How do you
get referrals**
from your top clients?



By showing
gratitude
and building
relationships

Grow Revenue

with gratitude

Sign up for

Mastermind Your Success

at a discounted rate of \$97/month.

Use offer code RM

gratefulbox.com/mys



Keep in touch with **Your A-List Clients**

American Lifestyle and Start Healthy magazines

- High-quality 48-page publication branded around you.
- Includes personalized letter and customization options.
- Bimonthly touchpoint that is perceived as a gift.
- Adds value and drives referrals.
 - 38% of recipients have referred someone to the professional who sent them the magazine.*
 - 81% of recipients appreciate the professional more.*

A Little Gratitude

from Reminder Media

Customers:

Add recipients to your next mailing list, and we will pay for half (up to 20).

New Sign-ups:

15 free magazines on your first mailing.



Questions & Answers

*Type your questions in
the question box!*

Thank you for listening

*Recorded session and slides
will be emailed to you.*



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