

MAKING MORE MONEY

Continuous Never-ending Profit - the Newsletter of CNP Graduates and Students

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Number of members in our CNP Community is **184**

Classes starting!

Davis College, Toledo

- April 6, 12 weeks, 9:30 - 11:40 AM
- May 12, 6 weeks, 4 - 8 PM.
- June 7, 6 weeks, 4 - 8 PM
- June 10, 12 weeks, 9 - 11:10- AM

24 hours of CEUs for CPAs and Realtors.

Call 419-833-5182 to register.

THE SHORT COURSE

How many of you remember the *short course*? We have not focused on this part of the CNP course, and realize that it is an important facet of the program.

Open your manuals and turn to Module 5. That's where you learn to train your referral partner, so that they know exactly what they need to do to bring you the referrals that work best for you. Of course they will also train you in return. Too many of us are jumping to this training piece without taking the time to move appropriately through the VCP model. Even if you have found the perfect partner, they may not want to be in that type of relationship. They may not have the time or just may not be interested.

This is where the short course becomes so very valuable. You don't just have to kick the prospective referral partner to the side, when they don't

measure up to that high level. Instead, you can stay in contact and continue to help each other in a more casual way. Some of the steps the short course suggests are:

- Ask your source to critique your marketing materials.
- Share your newsletter with them to keep them in the loop.
- Ask your source to introduce you at a presentation you will be making -- it showcases them, too.
- Be inquisitive so that you can learn more about their work.
- Invite sources to events where they can learn more about you -- perhaps where you are receiving an award.



There is more than one path to follow.

PROMOTE YOUR COMPANY AT THE MIXER

Would you like to donate a door prize for our next graduation mixer? At the last mixer Julie Kuney, won a copy of the CD album, *Networking with Millionaires*. We also offer a \$100 scholarship certificate to a lucky guest. If you would like to showcase your com-

pany with a product or purchase something to be given away, we will give you recognition. You can be the one drawing the lucky business card. We'll ask you to tell the crowd about your business and the types of referrals that would be helpful for you.

Contact Debby at 419-833-5182 to donate. If we receive

more than one offer, we'll save the second one for the July mixer.

Be sure to mark your calendar now for May 5th, 5:30 - 7:30 PM, at the Electrical Contractor's Hall, 727 Lime City Rd. We'll be honoring the February 1st and March 2nd classes.

Referral Thank Yous!

These grads have referred prospective students to us.

Louise Kahle

Alison Avendt

Dave Bodner

Merri Bame

Elise Scott

Lisa Olvera

Gary Thompson

Lynda Goodremont

Jeff LaCourse

If we missed your referral please remind us so we can give you credit next month.

Lunch Reminder

The Spaghetti Warehouse has been hit with a price increase from their corporate food supplier and they need to pass some of that along to us. Starting in March the fee for lunch and the room will be \$11. Julie will have plenty of dollar bills on hand, but if you can plan ahead to have a ten and a one -- that would make her life easier. See you, March 15th!

AUTHENTIC INVITATION

Inviting someone to an event usually happens with either a written invitation or a phone conversation. Recently Debby dialed into a CNP teleconference learning session, where the topic of conversation was *The Authentic Invitation*. The trainer shared that her students invite friends, family and business associates to their graduation by sending a written invitation and then following with a phone call. They have even added a column to the networking score-

card from Module 6, that is titled *authentic invitation*. We all know that inviting can be a powerful way to further develop the relationship you have with someone. What those students found was that adding a second step to the invite, developed it that must faster.

In the new column for the networking scorecard, if you send a written invitation you receive 1 point. A phone invitation garners the same, but combine the two and you receive 5



points, because of the power the combo delivers. The next time you need to invite someone, you can send an email and then reinforce both the invitation and the relationship with an authentic invitation.

MEMBER HORNTOOTING

Jennifer Alford

Jennifer Alford has moved to Perrysburg! She is now the Vice President of Creative Financial Partners. After being in the business since 1994 she has decided it is time to move up and be a partner in her company.

Rebecca Booth

Rebecca Booth, Imagine That!, has been commissioned to complete two pastel paintings for an art collector living in Genoa. Recently, she had two watercolor paintings hanging in the Toledo Museum of Art's student show. Not only is Rebecca a marketing goddess who writes and designs for her clients, she puts her artistic skills to use out of the office. You go girl!

Louise Kahle

Louise Kahle, Independent Mary Kay Consultant, won the first leg of the Toastmaster's International Speech Contest, competing against five other speakers in Westgate Chapter. Next, she will compete in the March 26th Area contest.

Scott McMunn

Scott McMunn, Scott McMunn Landscape Design, built a patio for the Toledo Home Remodeler's Home and Garden Show at the Seagate Centre, where he will be premiering his brickwork and his first stone Mosaic design cut out of polished granite. He will also be showing his funky metal art

Linda Kilgus

Linda Kilgus, Re/Max Preferred, was very proud to be interviewed for the television program, "60 Plus", which was aired on WBGU/PBS three different times. The topic they asked her to address was, the pros and cons of older Americans either staying in their current home/community or moving to a different location. Linda was very apprehensive about the experience, but it ended great and it was really fun to say to the TV crew, "It's a take!!!!!!".

MEMBER HORNTOOTING

Gary Thompson

Gary Thompson, Gillett Associates, Inc, was the organizer of a networking event of Michigan CNP graduates at the Westfall Dental Clinic. Ten people attended to learn more about each others' businesses and how to help each other. Hopefully, those attendees who are not CNP graduates will soon enroll in the program. The next meeting is tentatively scheduled for March 24, 2005.

Nick Nigro

Nick Nigro, Davis College, recently reviewed a book for JIST Works Publishing entitled, The Quick Resume & Cover Letter Book, 3rd Edition, by Michael Farr. They printed one of his testimonials on the back of the book. Also, he was just invited to participate in a think tank at Whitmer High School to help put together a new course called, Teen Essentials for Excellence.

Michael Temple

Michael Temple of Temple Development Company has recently joined the Board of the Sylvania CIC. This board is responsible for assisting in the economic development and expansion of the Sylvania area. Michael will assist on this board to help City leaders and others make effective decisions about the future of Sylvania and economic development in the area.

Elise Scott

Electric Sun Tanning has once again been selected by Looking Fit magazine as one of the Top 250 Tanning Salons in the nation (30,000 salons). Their salons were mentioned in the February 15th issue of their publication.

Debby Peters

After 10 years, Debby Peters, CNP of Ohio, Ltd, has completed all requirements to receive the Able Toastmaster - Gold Achievement Award. She will continue her membership with Westgate Toastmaster group and determine what the next challenge will be.

CNPers Bag BNI Awards Chapter Notable Networkers:

Madison Ave. Chapter,
Lynda Goodremont –
Goodremont's, Inc.

Westgate Chapter
David Bodner - Seymour &
Associates

2004 Rookie of the Year

Madison Ave. Chapter
Becky Pegorsch - Lee
Winters Florist

Maumee Bay Chapter
Mike Temple - Temple
Development Company,
LLC

Sunrise Success
Sue Hughes - Welles
Bowen Real Estate

Most Referrals Passed

Madison Ave. Chapter
Debbie Papay - Bayer,
Papay, Steiner, Co. LPA
(130)

Perrysburg- Chapter
Breanna Filas –
Weekenders (75)



MONTHLY CNP LUNCH NEWS

Look for new ribbons on name badges. While the green striped ribbons are still in evidence, now you will see wide green ribbons that display stars. In a way to better recognize all students who participate in CNP, the new scoring system helps us to do that. Each student in class will receive a star to affix to their ribbon, when they achieve at least 90% of the possible points each week. If you see a student with this type of ribbon, at this

time you'll know they are in current classes. At the lunch be sure to introduce yourself to make them feel welcome and figure who else they might need to meet.

Doug Clark, Fifth Third Bank and Julie Kuney, Comfort Keepers are planning what we will do to introduce ourselves at the March lunch. Something about the luck of the Irish was overhead. Let's all wear our name badges at the lunch. As our group grows it is helpful to

those new to the community to easily begin conversation.

Before the Tuesday lunch, review the community list. Make a call to someone you have yet to meet and ask them if they would sit at lunch with you. We have many people who do not attend these very helpful lunches. An authentic invitation (see article at the top of page 2) will help to get them involved and connected.

CNP of Ohio Ltd

PO Box 1121
Perrysburg, OH 43552

419-833-5182
419-304-1171 (mobile)

Check out the new
website at
www.cnpofohio.com

Stamping Out Cold Calls



Participant Invitation:

Sponsored by: _____

PART I

Date: _____ Course Location: _____ Date of Course: _____
How did you hear about CNP?: _____

PART II (Fill out or STAPLE BUSINESS CARD HERE)

Name: _____ E-Mail Address: _____
Business Name: _____ Business _____
Phone: _____
Business Address _____ Cell Phone #: _____
City: _____ State: _____ Zip Code: _____

Continuing Education Information (Not available for all professions):

Profession: _____ License Number: _____
Official Business Address: _____
City: _____ State: _____ Zip Code: _____

Part III

Investment Options: (1st payment will be charged 14 days prior to class start date, and next payment will be due the 15th in the month after the class begins, with remaining payments being taken out monthly on the 15th.)

- _____ Option 1 (\$699 - Check, VISA, MasterCard, American Express)
- _____ Option 2 (3 monthly payments of \$245 - Credit Card Only)
- _____ Option 3 (6 monthly payments of \$130 - Credit Card Only)
- _____ Option 4 (12 monthly payments of \$70 - Credit Card Only)

Credit Card Information: (Circle one) - VISA MasterCard American Express
Card Number: _____ Exp. Date: _____

Signature: _____

Your Credit Card Statement will read "BNI"

CANCELLATION POLICY: Cancellations received less than 14 days prior to the course start date will incur a \$100 processing fee

Send payment and registration form to: CNP of Ohio, Ltd, 3450 W Central Ave, STE 124, Toledo OH 43606