

Sent: Tuesday, March 09, 2010 6:26 PM

Subject: YOUR AQUATHIN PEARL OF WISDOM #41 -- ACCEPTANCE IS THE KEY

Dear Aquathin Dealer OnLine;

[ACCEPTANCE IS THE KEY.pps](#)

[BIZ BANK SALES-LIFE PEARL OF WISDOM #41.pdf](#)

HAPPY 30TH "PEARL" BIRTHDAY !!!

Thank you for the tremendous comments of appreciation for the launch of our Pearl Anniversary celebration. The PEARLS OF WISDOM are to help you and your Team Training to commit to memory the major Aquathin "Hot Facts" to arm your Team with and to whip out these big guns in educating your Customers exactly what makes Aquathin and Aquathin Dealers the very best in the industry.

I appreciate the amount of Dealer feedback and requests to resume the SALES / LIFE QUOTE OF THE WEEK . So we've decided to integrate the Quotes into the Pearls of Wisdom and alternate Hot Facts and Sales / Life Quote weekly.

ATTACHED IS A NEW FEATURE BROUGHT TO YOU BY AQUATHIN BIZ BANK -- SALES / LIFE QUOTE OF THE WEEK - PEARL OF WISDOM. FIRST OPEN & REVIEW.

ENCOURAGE OPEN DISCUSSION OF THE ESSENCE OF THE ATTACHED QUOTE THAT TRANSCENDS TIME WITH YOUR SALES & TECH & OFFICE TEAM. ITS ALL ABOUT "PERSPECTIVE, PERCEPTION & BALANCE."

TALKING POINTS:

The attached quote is from Edward R. Murrow, a famous American journalist and pioneer in American news broadcasting who gained prominence in World War II. What an excellent continuation of last week's Pearl of Wisdom...Eating the Competition - Me and My Story.

In sales, love, family, friendship, and every relationship and association, to obtain ACCEPTANCE and hold on hard to it, requires immense transparency, total honesty, integrity in fact at the end of every day. To operate in an environment of truth is indeed a feeling of total freedom. Your Customers can sense it...they can hear it in your depth of knowledge...they can feel it in your sincerity and caring to do right by them. And in turn for them ACCEPTING you and your superior Aquathin products, they are pleased to award you with their friendship and the power to provide you with referrals and strong testimonials / letters of satisfaction. The greatest sale I've ever made was when a satisfied Customer said to his friend, "call Alfie, he's the best"...and when a prospective Dealer says, "I know your company is the best". The greatest feeling I've ever had is when Debbie my wife said, "how about another 40 years"...and when longstanding Customers express, "we've enjoyed our Aquathin for nearly 30 years."

We all know people who have self inflicted lack of credibility, tell lies to sell their inferior products, chronically cutting corners...and always coming up short and always failing in business and friendships.

Nothing is more powerful than an honest man, with superior knowledge, honed skills, warm heart filled with passion and compassion, who is dedicated and credible = ACCEPTANCE. And here's the beauty in this...there is a Metaphysical Law that states when one lives a life at this level, the Universe will conspire to assist you. Enjoy the movie from my friend Sam, entitled ACCEPTANCE IS THE KEY.

Some of the Quotes are from great thinkers, doers and talents including Gandhi, Einstein, Churchill, Twain, Mother Teresa, Ford, Edison, Buffet, Epicurus, Cervantes, Bradbury, Freud, McCain, Confucius, Kay, Eastwood, Iacocca, Altman, Jobs, Depp, Jordan, Oprah, Shakespeare.

It's not important who said...the words survive the authors.

I RESPECTFULLY RECOMMEND THAT YOU PRINT IN COLOR, FRAME AND HANG IN YOUR TRAINING ROOM.

YOU WILL HAVE QUITE A COLLECTION VERY SOON !!!

I LOVE MY AQUATHIN ! AND REMEMBER, THE NEXT BEST THING TO OWNING AN AQUATHIN IS RECOMMENDING ONE TO A FRIEND !!

Let me know what you AquathinK !

Warmest regards to all...as well, your comments are always welcome and very much appreciated.

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Alfie

Alfred J. Lipshultz, President

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