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**100% Effective Natural Hormone Treatment**  
**Menopause, Andropause And Other Hormone Imbalances**  
**Impair Healthy Healing In People Over The Age Of 30!**

**Service With a Smile**

**By John Boe**

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Successful salespeople have the ability to turn the customers they serve into advocates. They don't directly ask for assistance, they do it by "going the extra mile" when providing service. It is only natural for satisfied customers to refer their friends and business associates to someone they know they can trust to take good care of them. In every walk of life, the people who have achieved success in their lives have done so because they have rendered their talent and ability in service to others. Your ability to provide quality service after the sale is critical in developing "lifetime relationships" with your customers. Top salespeople have learned that the key to their success is "service with a smile." They understand that their referrals and follow on business is in direct relationship to the service they render on a daily basis.

"Going The Extra Mile" Service Tips

1. Always under promise and over deliver. Develop a reputation for reliability; never make a promise that you can't deliver.
2. Stay in contact and keep good records. Set up a suspense system to track important contact dates such as client review calls and birthdays. Consider sending a personal note or an article of interest once or twice per year.
3. Pay attention to the small things. Get in the habit of returning phone calls, e-mails and other correspondence quickly.
4. Give your customers a promotional gift. You might want to consider sending them a letter opener, coffee mug or a calendar with your picture and contact information.
5. Establish a feedback system to find out how your customers perceive the quality and quantity of the service you provide.

## Service With a Smile

How would your customers rate the service you provide? Do you currently have a system in place to measure customer satisfaction? The young man in the following story developed a unique but effective feedback system.

One evening Jim Rodgers walked into the living room and overheard his fourteen-year-old son, Mark on the phone. He was speaking to Mrs. Johnson who lived down the street. Mark asked Mrs. Johnson if she needed a lawn service. "What's that?" Mark responded, "You already have a boy who takes care of your yard? Tell me, how is he doing? Does he edge and trim the way you like it? Does he clean up when he's done? He does, huh and you're happy with him. O.K. Thanks anyway." As Mark hung up the phone he turned around and saw his Father standing behind him with a surprised look on his face. "Mark, I thought you were already mowing Mrs. Johnson's yard?" "I am, " replied Mark "I just called to see how I was doing!"

John Boe, based in Monterey, CA, helps companies recruit, train and motivate top-quality people. To view his online Video Demo or to have John Boe speak at your next event, visit [www.johnboe.com](http://www.johnboe.com) or call (831) 375-3668.

### **Smile Your Way to Success**

**By Hifzur Rehman**

Smile brings beauty to your face, charm to your personality and money to your pocket; apart from being your recognition as a cheerful, friendly, loveable person.

When you smile you also bring smile to the faces of other people around you. And that is a great service to the mankind. Smile, even for a while, can bring happiness in the lives of people who are suffering from distress, anxiety or pain.

Start your day with a big smile. Don't get up from your bed as if you are being forced to do so. Rather jump out of your bed with a big winning smile on your face as this is going to be the most wonderful day of your life filled with great fun, adventure, excitement and joy.

Take the first step out of your home with such a confident smile as if you are going to get whatever you wanted in your life. You are going to reap the rewards of your hard work. Your destiny is in your own hands.

Your relationship skills are much more important than your professional skills. A person who performs his duties happily always gets quick promotion than his other colleagues. A smile on your face while at work is a guarantee that you will get promotion out of turn as everyone will recommend your name and no one will oppose it.

A lively smile on your face is going to give others a positive impression of your personality as a friendly person. People will like to associate with you. Your circle of friends will grow fast without any effort on your part.

## Service With a Smile

If you are feeling depressed due to any reason think of a past joyful event in your life and smile. Smile relieves tension and creates a positive mind frame enabling you to reach at the best solution of the problem without being swayed away by the false fears and unfounded doubts.

Smile attracts happiness and no doubt a happy person is a successful person. Keep on smiling to attract more happiness and success in you life.

If this article brings smile to your face then please refer it to your friends particularly to those who have forgotten to smile. Let there be smiling faces all over the world and happiness all around.

Hifzur Rehman is the author of popular articles on personal growth and editor of his website

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