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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!

Ya Gotta Ask!

By Dave Balch

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The e-mail came just yesterday. A friend had a friend that had been trying for 20 years (that's not a typo: TWENTY years!) to get Permanent Residency status but, due to INS paperwork snafus and red tape, had been frustrated in his efforts. The issue is not whether he qualifies; the issue is the paperwork.

Can you imagine being that frustrated for that long? Neither could my friend, so she sent an email to everyone in her address book asking if anyone knew anyone that could help. It sounds pretty unlikely, doesn't it? You'd think there would be a better chance of winning the lottery than fixing a government paperwork problem with an e-mail shot out into the universe! Why bother even asking?

Guess what? A member of my motorcycle club works for the INS, in the same office where the problem has been! What are the odds??

There is a very important lesson in all of this, and here it is: if you want something, no matter how unlikely it may seem, ya gotta ask! My friend could have easily thought that it was ridiculous to send out such a message because of the overwhelming odds against getting results. But she did it anyway. Ya gotta ask!

How does this affect your business? There are a million ways; here are just a few.

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For one thing, it reminds us to ask for the order, the single most common reason that sales are lost; we don't ask them to buy from us! Ya gotta ask! Do you know of any opportunities to partner with someone but haven't asked because "they wouldn't be interested"? Ya gotta ask! Have you spotted that perfect new salesperson but haven't approached them because they seem happy in their current job? Ya gotta ask!

Why don't we ask these things? Here are some reasons: assumption (we think we already know the answer), fear of appearing foolish or stupid, fear of rejection, and we just

don't think of it!

What can we do about this? First we have to adopt a new way of thinking, and then we have to get into the habit of thinking that way.

Let me introduce you to "Dave's Rule of Wrong". Simple yet powerful, you can use this tool to determine whether asking is a good idea. Ironically, the "Rule of Wrong" involves asking yourself a question! "Which would be better? To 'ask' and be wrong or to 'not ask' and be wrong?"

Which would have been better? For my friend to ask for help for her friend and been wrong (not gotten any help), or to not ask for the help and been wrong (in this case, someone DID know someone that could help; had she not asked, she would have been wrong because of the missed opportunity)?

It's pretty clear that there is no harm in asking and getting no results, but harm in not asking and missing an opportunity.

Which would be better, to ask for the sale and be wrong (get a 'no') or to not ask for the sale and be wrong (they would've said 'yes' and you missed a sale)?

Got the idea?

Sorry, I had to ask!

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Gotta Know Now Software Watches Web Pages For You

By Bill Peifer

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Too many days I found myself constantly checking the same financial news web pages for any news about the companies I was currently invested in. Between clicking on these web pages and constantly clicking on other financial web pages to obtain stock quotes, I was driving myself crazy and wasting a lot of time that belonged to my employer. After all he does not pay me to surf the web. But if I didn't keep track of investment information, I could lose too much money. I thought there had to be a solution other than taking Vallium. Why should I watch web pages for stuff when my computer should be able to do this for me? This is when I discovered a software program called Gotta Know Now.

As their home page explains, "Gotta Know Now watches HTML web pages for your information by continuously downloading and inspecting each web page you specify for the text you specify. A web page is just a file containing HTML text, therefore Gotta Know Now is really downloading and reading an HTML file looking for your text".

I came to understand that this program could only detect changes that are part of the HTML text, but that was all I needed. Most of the web pages I wanted to watch were pure HTML pages (no Java etc. involved).

After seeing a seal of approval from PC Magazine, I decided to try this software. The first pleasant surprise was that the program was immediately easy to use. A toolbar with eight large buttons provided all the user interface I needed. One button allowed me to enter web pages and another button allowed me to enter text such as my stock names and dollar amounts. I realized that this was probably a limited user interface, but the fact that it got the job done without wasting my energy on a learning curve was all I cared about.

The program worked as advertised. I was alerted with an audible alarm when my stocks appeared in a press release at Yahoo's financial web site. I soon discovered that the program could also email you these alerts. This was great because now I could run the program on my home PC using my full time broadband internet. My employer could not accuse me in any way of constantly being on the internet at work.

Another one of those large toolbar buttons allows you to change the watch mode to "Just Tell Me If The Web Pages I Specify Change". As their home page explains "Gotta Know Now can also be set up to notify you when any changes or updates occur on the web pages you specify. It does this by continuously downloading and comparing the HTML file with the initial HTML file recorded at the start of the watch session. If the HTML file changes Gotta Know Now notifies you". I soon had a use for this

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operating mode, I could now watch my Web Site's HTML log file for visitors. I subscribe to one of those services that provide you with an HTML log file that updates with visitor information everytime someone clicks on one of your web pages. Instead of constantly checking this HTML log file with my internet browser, I let Gotta Know Now watch it for updates. It is a lot of fun to know immediately when someone visits your site.

Home Page:

Bill Peifer holds a degree in Electrical Engineering and has written several computer technology related articles.



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