

## Richard Gee

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**From:** Customer Love - Lee & Christine [info@customerlove.com.au]  
**Sent:** Thursday, 24 July 2008 8:36 p.m.  
**To:** Richard Gee  
**Subject:** Hear from an Expert



Hear from an Expert

eNotes - July 25th

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Dear Richard

We are always on the look out for high profiled people who are experts in their field who advocate sending handwritten cards. This month we'd like to share with you an excerpt from the book Masters of Networking written by Sandy Donovan.

*"I was not particularly fond of the ritual of sending thank you notes, but I was aware it was important, even if I didn't know why. In any event, it became a habit, and I have since found it to be quite an effective tool in establishing strong business relationships. I now look for reasons to send people notes – and not just thank you notes, but any kind of note that gives me regular communication with a business associate, client, friend, contact or colleague. I do it because most people don't. It helps give other a positive impression of me. It shows I am thinking of them."*

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It might take a little while to create the habit but as one of our clients John Stanford says "I feel so great after I have sent a card, it's as much fun for me as it is for the recipient who is receiving it."

This month's image was taken on a trip to the South Island of New Zealand.



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Have a great day!  
Lee and Chris



**Thought of the Day**

"Act as if what you do makes a difference. It does"  
Taken from "Because of You" Inspiration Window Cards [CLICK HERE](#) to purchase.

**PS. from one of our Customer Love friends ...**

Many thanks the cards have arrived safely and I am encouraging everyone to use them - The project managers have taken to the idea immediately and I can see it will be great for them so we will see how things go.

**Greg Prior, IDM.**

This email was sent to richard@geewiz.co.nz, by Customer Love Pty Ltd

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