



The Classroom

CE TEAM	Doug Hoffman	TOPIC for TUESDAY EVENING in "The Talking Studio" 06/26/07	
7:00pmEST	Holiday		
8:00pmEST	Holiday		
9:00pmEST	Holiday		

** HAPPY 4th of July **

Current News

INDEPENDENCE DAY

The Schedule

**NOW EARN
commissions
by sending
folks to class!**

The most notable and historic day of our year! July 4th. This day started it all and everything we are, in terms of independence, is defined by the effort exerted on THAT day to take a stand for what we knew was right—FREEDOM from tyranny and INDEPENDENCE to live as we wished. Well, we've "come a long way, baby" in some ways, and not so far at all in others. Rather than taking this space to comment on the progression, or regression, of our government since then, I want to say a word about YOUR independence and YOUR desire to pursue freedom.



BTS Affiliate Program

FREEDOM—Being your own boss simply means that you are working directly for your clients rather than having another boss between you and your client. Your freedom brings the responsibility to be honest, hard-working, and reliable. Your customer is more demanding, as your boss, and will not tolerate laziness or poor performance. I think that's why so many people fail at their efforts to be an entrepreneur—they simply have a 9-5, punch the time-clock mentality. If you value your freedom as a "self-employed" business-owner, be diligent and your freedom will not be taken away, possibly requiring you to sell your time to someone else.

INDEPENDENCE—Sometimes this great-sounding word turns into something ugly called being a "pre-Madonna". No one likes a pre-Madonna and especially the client. Yes, we have the independence to set our own schedule and manage our own time but are we doing it to our own personal interest or to the interest of our client, our boss? Choose wisely.

With freedom and independence comes the grave responsibility to be honorable, forthright, just, and to live with integrity. Our founding fathers believed we could do it in government and, unfortunately, it has not always proven to be so. We are, of course, so thankful that they had enough foresight to give their lives for this cause and the only question that remains is, "How will I show my appreciation?" On this day, let us think about how we are honoring **their** cause!

DAY	BestTrainingSchool
TBA	CBA... <u>SOON ONLINE</u>
07/13	CMI...Charlotte, NC
07/19	CMI...Atlanta, GA
07/21	CEE...Tampa, FL
08/13	CMI...Columbus, OH
08/23	CMI...New Orleans, LA
08/25	CMA...New Orleans, LA
09/18-20	*CMR...New Orleans, LA

NORMI Store

New brochures have been added to the NORMI Store. These brochures can enhance your marketing skills by giving you a professional look without a lot of money. The Certificate of Sanitization, Healthier Home Warranty, CMI, and CMR brochures can be set in Real Estate offices, HVAC Contractor's showrooms, Doctor's offices, and any other place where people frequently visit or sit. This is a passive and inexpensive way to advertise who you are and what you do. Go to the store TODAY and order these marketing pieces.

