

THE POWER PLAY OF THE WEEK

Shareable action-oriented ideas to help grow your business
and your leadership team.

THE PLAY OF THE WEEK

Stevie Wonder wrote a great song called *"I Just Called to Say I Love You"*.

And most of us now probably are playing that song in our head.

You're welcome.

The quickest way to GROW our business is through people who have already invested money with us.

One of the big challenges for a company is we spend a lot of time trying to bring in new customers while often forgetting to take really exceptionally good care of our current customers.

GET ON THE ICE

For the next 14 days, have everybody, and I mean everybody on your team, start their day by reaching out and calling a customer and saying **thank you**.

That's it.

Do that for 14 days and see how the results go.

QUOTE OF THE WEEK

"There's a certain way of creating a service, hospitality, and experience that perpetuates people feeling like they matter."

- Julie Rice, Co-Founder of SoulCycle and Peoplehood