



-----> **MBP BizMajic News** <-----

Let US put a little Hocus-Pocus in your Business!
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-----> **Message From Publisher** <----- (U)

Hello!

Welcome to all new MBP BizMajic subscribers.

I hope each one of you are doing something special for Mother's day. Spend some quality time with your mother, the mother of your children, and yes even grandmothers. They all should know how special they are to us not only on Mother's day but throughout the year. Mother's have a very special, nurturing quality that make them who they are. They have helped shape who we are and need to be recognized for their dedication, the care and nurture they have shown us through the years.

Even if you are long distance, pick up the phone. Make sure they know you are thinking of them on this special day.

To all Mother's out there.. Happy Mother's Day! Thank you for all you do to help shape the future generation of our countries.

Do you live in Canada? How about the western part of Canada? Maybe you live in US but would love to travel to Canada?

I know up here in Canada there are not a lot of chances to get to go to big seminars or business events, as most of the time they are focused in the United States and for the most part in Florida, California and Nevada.

How to Become a Master Networker by Yogendra Shah

Networking...1980's style was a fad. It was the yuppie answer to the good ole' boys. Over-dressed and overambitious people attended over-crowded cocktail parties and frantically swapped business cards while planning to "do lunch" soon. No longer a fad, networking in the 90's is a survival success skill. In our competitive business world, the more contacts we have..the more people who know about us and what we do..our talents and abilities...the more opportunities we will have. For some people, networking comes naturally. Their antenna is always up. They actually have FUN with it. However, for most people, networking is a learned skill and one that needs practice in order to feel comfortable and be effective. Try these tips to give yourself a jump-start and enjoy the rewards of becoming a Master Networker.

1. Develop the right ATTITUDE. You have to want to make the effort! We are all attracted to people who are approachable and friendly. SMILE and ENJOY the opportunity to make new contacts.
2. Network EVERYWHERE and with EVERYONE. The opportunities to make new contacts are endless. People frequently think of networking only at events such as Chamber of Commerce meeting and Professional Organization. But, now a days most happening way of networking is becoming part of websites such as www.ecademy.com It's really amazing..!! Some of the other contacts come from chance encounters...in the grocery check-out line, at the ball park, in the doctor's or dentist's waiting room, in an elevator, at a party, and the list goes on. Whenever and wherever there is another human being there is an opportunity to network.
3. Set a Networking Goal Each Week. Set a goal each week for the number of new contacts you want to make. Start with even one or two until your confidence grows. Then, increase the goal.
4. Make The First Move. Greet everyone with smile and a friendly hello followed by a positive comment or open-ended question to get a conversation going. At a party or other gathering approach people standing alone and draw them into conversation. Most people hesitate to approach a group of friends already in conversation. The individual standing alone will welcome your approach and you will find it easy to initiate an interchange.
5. Work Up A Memorable Introduction. In twenty-five words or less be prepared to say who you are and what you do...in a way that will make the other person want to know more about you. Then, immediately ask questions to learn more about your new contact. Use their name several times during the first five minutes of conversation.

6. Arm Yourself With Professional Business Cards and Wear An Attractive Name Tag. Both business cards and a name tag, especially a name tag that lists your profession or business name in an intriguing way helps attract the interest and reinforces name recognition. John Doe, Business Coach, is almost guaranteed to prompt questions about what coaching is...a great opening to share your expertise and gain new clients or referrals. When you do swap cards with someone, jot down a reminder on the back such as where you met, what you discussed, sales opportunities, etc. Printing a quote, helpful hint, or other original and interesting information on your own card will encourage others to keep the card and remember you. Finally, always carry your cards in an attractive case. Dog-eared and stained cards dug from the depths of a handbag or pocket detract from your professional image.

7. Be Prepared With A Mental GET & GIVE List. Networking is a reciprocal process. It is about getting and giving information, resources, advice and referrals. Maintain a mental "Give List"... a tip, idea, resource, or recent discovery you can share. Your "Get List" will be information you are seeking, people you want to meet, and referrals you would like to have.

8. Organize Your Network Resource Bank. Record new acquaintances and contacts on your Team 100 List, in a rolodex, use computer software or even index cards. Set up whatever system works best for you to keep in touch and nurture your new contacts.

9. FOLLOW-UP!!! Use your resource file to keep in touch with those in your network. Never give out your card and say, "give me a call." Follow-up is your responsibility. Research shows that amazingly only 20% of sales leads are ever followed up.... 80% of potential opportunities are lost by failure to follow-up. Use every opportunity to send a follow-up personal note, a thank you, a congratulations, or a relevant article of information.

10. WORK! The only place success comes before work is in the dictionary. Remember WORK makes up the better part of Networking.

About the Author

I, myself is a CEO of Primetech Software (India) founded in year 2000 offering various IT integrated services such as software & web development, e-commerce solution, SEO, IT consultancy, etc. I personally like sharing knowledge helping others..

Yogendra PRIMETECH SOFTWARE, INDIA SOFTWARE & WEB DEVELOPMENT COMPANY www.primetechsoftware.com

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JOKE OF THE WEEK

Ben invited his mother over for dinner. During the meal, his mother couldn't help noticing how beautiful Ben's roommate was. She had long been suspicious of a relationship between Ben and his roommate and this only made her more curious.

Over the course of the evening, while watching the two interact, she started to wonder if there was more between Ben and the roommate than met the eye. Reading his mom's thoughts, Ben volunteered, "I know what you must be thinking, but I assure you, Allison and I are just roommates."

About a week later, Allison came to Ben and said, "Ever since your mother came to dinner, I've been unable to find the beautiful silver gravy ladle. "You don't suppose she took it, do you?"

Ben said, "Well, I doubt it, but I'll write her a letter just to be sure."

So he sat down and wrote: "Dear Mother, I'm not saying you 'did' take a gravy ladle from my house, and I'm not saying you 'did not' take a gravy ladle. But the fact remains that one has been missing ever since you were here for dinner."

Several days later, Ben received a letter from his mother which read:

"Dear Son, I'm not saying that you 'do' sleep with Allison, and I'm not saying that you 'do not' sleep with Allison. But the fact remains that if she was sleeping in her own bed, she would have found the gravy ladle by now. Love, Mom"

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Computer Tip Of the Week
Provided by Computer Tips and Techniques
<http://www.worldstart.com/comptips.htm>

(O)

Q:

I was looking around in my Add/Remove Programs area in the Control Panel and I found something on the side that said "Set Program Access and Defaults." What does this mean and should I even mess with it?

A:

It's interesting that you asked this question, because a co-worker of mine here at WorldStart actually pointed this out to me awhile back. I guess it must have slipped my mind though, because I never did anything about it. So, I guess it's time to redeem myself, because after researching this feature, I thought it might be something a lot of you would be interested in. So, let's check it out together!

First of all, this feature can only be found in Windows XP and you need to have Service Pack 1 or higher. If you're using anything lower than that, this will not work for you. Again, what we're talking about is called "Set Program Access and Defaults." You can use this feature to change the default programs you use for certain activities you do while on your computer. For example, such activities as simply surfing the Web, sending e-mails, playing CDs or using instant messaging programs.

Now, before I go into any more detail, I need to tell you that you must have Administrator rights to use this feature. Otherwise, you won't be able to change any of your default programs and that will just defeat the whole purpose of this tip. If you're not sure how to get Administrator rights, you can read this article <http://www.worldstart.com/tips/tips.php/3467> for some help. Also, if you use a Windows XP Professional computer that is part of a network, you must be logged in as the Administrator or as a member of the Administrators group to be able to do this. The same goes for those of you who use Windows XP Professional or Home Edition computers that are not part of a network. You still need to be signed in as the computer's Administrator in order to change the default program settings.

Okay, once you're all set with that, go to Start, All Programs and then find the choice that says "Set Program Access and Defaults." (You can also get there by going to Start, Control Panel, Add/Remove Programs. On the left hand side, you'll see the choice for "Set Program Access and Defaults"). Once you're there, you have four options to choose from. They are:

- 1.) You can restore your program settings to what they were when established by the manufacturer of your computer. If you want to do that, click on the Computer Manufacturer choice. Now, this option is only available if the actual manufacturer put Service Pack 1 on your computer and set allowances for those settings. (If you're not sure on that, you may want to contact your manufacturer or look for some information about it in your computer's manual).

2.) If you want to set your program defaults to fit the needs of the activities you do on your computer (like the ones I mentioned above), click on the Microsoft Windows choice. With this option, you will be able to access both Microsoft and non-Microsoft programs from your Start menu, your desktop or any other location you may choose on your computer.

3.) Now, if you want to use non-Microsoft programs as your defaults, click the Non-Microsoft choice. You can then just select the options that you want. Now, keep in mind: This configuration does remove your available access to other specified Windows programs.

4.) The last choice is to combine the non-Microsoft and Microsoft Windows options. This one is under the name of Custom, so if you'd like to do this, click it. You can then select the options you want to set for your computer. By doing a custom setting, you can pretty much do a combination of all the above choices. That includes being able to access your programs from your Start menu, your desktop and any other location you choose.

Once you have all your settings in place, click the OK button and everything will be ready. In case you were wondering, my computer is set to Custom, because with that, I have the most control over the way my programs act on my computer. You can (and should) choose for yourself, but that's my opinion. Alright, now that you know what this feature is, go and get your programs to do what you want them to do, all in a few easy clicks!

Until next week, stay safe out there

Steve, Publisher
Computer Tips and Techniques
<http://www.worldstart.com/comptips.htm>

MBP BizMajic Contest - Top Sponsor Ad (E)

Top Sponsor Ad Feature Site Contest!

There are 3 questions pertaining to the Top Sponsor Advertisers ad, you will receive 1 entry for each question you answer correctly. You will have to visit the site to answer the questions.

All correct answers will go into a drawing for FREE Yearly Master Membership with ipostad! Safelist automation at its finest! 2800+ safelists! Value is \$224.55/12 Months

We will draw 1 LUCKY winner for
FREE Master Membership!

YES 1 WINNER – Get your Entry in!

The Top Sponsor Feature Contest...
3 fill in the blanks/questions, but remember, you
have to go to the Top Sponsor's Ad site. Each
question answered = 1 entry into the contest

- 1) Who will take all your calls?
- 2) Who is the **EDC GOLD Team Leader for this website?**
- 3) What number do you need to put in the ID field on the form?

Enter now! <mailto:admajic@mbpadvertising.com?subject=contest>

Get your Entry in for the Contest!!
The next winner could be YOU!

Winner will be drawn May 18th.

Congrats to Last Weeks Winners!

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****FREEBIES OF THE WEEK****
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Lens-magnifying glass is an easy to use graphic tool for
viewing the screen area in different zooms (magnify
from 1x to 64x). You can control the Lens-magnifying
glass, using your mouse and keyboard.
<http://www.abf-soft.com/lens-magnifying-glass.shtml>

Brand new program from MBPAdvertising –
- New Lead Management System - Pre Launch
Refer For Free and Win Big with Pre-Launch affiliate contest
<http://www.mbpleads.com/a.cgi?id=mbpleads>

Scanit has really put together a great Web service
here that I think everyone should have in their
security toolbox. Scanit has a notification service
for browser tests that will notify you when new
exploits are out, simply reminding you that you
might want to rescan your system. It's fast,
effective and there's nothing to install on your
system. <http://www.scanit.be/browser-security-test.html>

Download and use our computer dialer – Free Long distance!
Call UK, Australia, New Zealand, USA and Canada for FREE
Plus newly added – Scotland, Germany, France, China!
More countries coming soon.. download and save on long
distance today! <http://9749.voipdx.com>

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MBP BizMajic Contest - Word Unscrambler (S)
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** Please Note: Draw is made THIS
Thursday.. so get your entry in

Okay here is the scoop on the contest.
In this ezine, you will find 8 letters
that are in () . You need to find all
8 then unscramble the letters to make
a word. Once you think you have
the word, email us at
<mailto:admajic@mbpadvertising.com?subject=unscramble>
with your 8-letter word and you could
win a MBP BizMajic Middle Sponsor Ad
- Yes! Your ad featured in this Ezine!

I will contact the winning subscriber
For the ad they wish to run.

We will draw 1 lucky subscriber
from the entries received WITH the
correct 8-letter word in their email

Can YOU Guess this week's Word??

Check the details on how to get
yourself put into the draw for this
great contest!! You could be the
LUCKY one that will win!!

The draw will be made May 18 so get your entry in today!!

Last weeks Word was:

pejorative \pih-JOR-uh-tiv\, adjective:

1. Tending to make or become worse.
2. Tending to disparage or belittle.
3. A belittling or disparaging word or expression.

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CONGRATS goes to this weeks winner!
FREE ADVERTISING.. Got to love it!
Get your entries in; the winner
will be drawn Thursday..

-----> **BOTTOM SPONSOR AD** <----- (L)

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