

Interesting Fact of the month, courtesy of

<http://www.m-w.com/info/06words.htm>

Merriam-Webster's #1 Word of the Year for 2006 based on votes from visitors to their Web site was

1. truthiness (noun)

1 : "truth that comes from the gut, not books" (Stephen Colbert, Comedy Central's "The Colbert Report," October 2005)

2 : "the quality of preferring concepts or facts one wishes to be true, rather than concepts or facts known to be true" (American Dialect Society, January 2006)

* Isn't this how we as business owners work?

In the News...

It is a New Year and many of us see this as a time when we can clean up from the last year and begin anew. I have been cleaning my office and finding items that needed to be purged. Have you done this yet? You may find this a good exercise to do as you are looking into the New Year and a new business plan or strategy. How are you going to capture new business? Will it be from an exciting client you have not heard from in a while? Or will it be from a lead that you were able to find on your desk buried under an old stack of papers. As January is notorious for being a slow month, take advantage of this time, put together your information for your taxes, schedule lunch meetings, make phone calls and keep those relationships strong. This is also the time to start thinking about what training sessions you may want to put together for your team. Whatever your goal is for the New Year, don't put it off. Make this one resolution you don't break.

Up-Coming Events

Date	Where	Time	What	RSVP
Jan. 16 th	Public House 2 Logan Square Philadelphia, PA 19103	530p-730p	Boost Networking Event	events@kbconsultinginc.com
Jan 23 rd	Twenty 21 2005 Market Street	530pm-730pm	CCPA Speed Biz	215-545-7766
Jan 24 th	The Ritz Carlton 10 South Broad Street	530pm-730pm	Thurmo-guest speaker Ed Rendell	steveg@friendlymortgage.com

Feb 7	Le Bec-Fin 1523 Walnut St	11:45am	CCPA-Meet the Leaders Derek Gillman	http://www.centercityproprietors.org/events
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