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Spring fever is in the air; and that being said, plans for summer vacations are in the works.

The month of May just might be the last full month to make your goals for the year. Here are just a few tips from **KB Consulting Inc** that will help you make the most of the next 30 days.

- Call your new leads, you know, the ones you've met during networking meetings.
- Make the most out of customer appreciation. Send a brief "thank you" to all those you've worked with in the last few months.
- Set weekly goals. Have a three point outline for your calls – brief statements that remind those leads in your pipeline why your business is unique. Keep it simple.
- Keep track of the vacation weeks your customers and leads are planning. When they return, send them a brief e-mail welcome home. Our suggestion: don't ask for a meeting, just say hi.

KB Consulting Inc will help you strategically plan for times during the year that may be a bit more challenging. We'll help you meet the decision makers, improve your current tracking systems and work with you to ensure that the marketing materials are cost effective and bringing you the outcomes you want.

So, take some time to give us a call - **KB Consulting Inc** is ready to spring into action!

**Reminder:** Effective May 14<sup>th</sup> the stamp is going up to .41!



# May Events Calendar

Date	Time	Event	Location	RSVP
May 2	11:45 AM to 1:30 PM	<p><b>Lunch with the CITY's LEADERS</b>  <i>Access and insight into the powers that shape our city</i></p> <p><b>Warren "Pete" Musser</b>, Founder &amp; CEO, <i>The Musser Group</i></p>	<p><b>Susanna Foo</b></p> <p>1512 Walnut Street</p>	<p><b>RSVP to CCPA: 215.545.7766</b></p> <p>\$40 per person (\$50 for non-members), includes appetizer, entree, dessert and coffee</p>
May 8	11:45 AM to 1:30 PM	<p><b>Lunch with the CITY's LEADERS</b>  <i>Access and insight into the powers that shape our city</i></p> <p><b>Greg Moore</b>, President, <i>Moore Brothers Wine Company</i></p>	<p><b>Susanna Foo</b></p> <p>1512 Walnut Street</p>	<p><b>RSVP to CCPA: 215.545.7766</b></p> <p>\$45 per person (\$55 for non-members), includes appetizer, entree, dessert and coffee</p>
May 8	5:30 to 8:00 PM	<p><b>Team Us! With Professional Women's Roundtable</b></p>	<p>The Federal Reserve Bank of Philadelphia            7th &amp; Arch Streets,            Philadelphia, PA</p>	<p><a href="mailto:info@efgp.org">info@efgp.org</a> or  <b>215-640-3339.</b></p>

May 9	<b>12:00 PM to 1:30 PM</b>	<b>Is CCPA's Health Plan for you?</b>  <b>Brown Bag Braintrusts</b>	<b>CCPA Office</b>  1528 Walnut Street, 12th Floor Conference Room	CCPA at <b>215.545.7766.</b>  (Bring your lunch)
May 9	3:30 to 5:30 PM	<b>Six Steps to a Great Business in Today's NOW Economy</b> A workshop presented by Coach <b>David Carter</b>		Shari <b>215.732.2230</b>
May 9	<b>6:00 - 8:00 PM</b>	Voice of Young Philadelphia: Decide, Discuss, Vote	<b>Buchanan Ingersoll &amp; Rooney, PC</b> <b>1835 Market Street, 14th Floor</b>	<a href="mailto:irozran@greaterphilachamber.com">irozran@greaterphilachamber.com</a>
May 10	<b>6 – 9 p.m.</b>	<b>Temple Young Alumni Art Reception</b>  <b>Tyler MFA Thesis Art Exhibition</b>	<b>Temple Gallery, Old City</b> <b>259 North Third Street, Philadelphia, PA 19106</b>	To RSVP, please e-mail your full name, year of graduation and the name of your college/school to Marena Ariffin at <a href="mailto:mariffin@temple.edu">mariffin@temple.edu</a> .
May 10	130pm-330pm	<b>Making Sense of the Judicial Elections</b>	<b>Temple University Center City</b> 1515 Market Street, Room 222	<a href="http://www.pmconline.org">www.pmconline.org</a>
May 10	6:45 PM	The Philadelphia Entrepreneur May Meetup	TORI'S BRICK HOUSE 119 SOUTH STREET (in the private party room)	<a href="http://www.entrepreneur.meetup.com">www.entrepreneur.meetup.com</a>
May 11	11:45 to 2:00PM	<b>2007 Public Policy Forum</b>	<b>The Union League</b> 140 South Broad	<b>Colleen Farrell at 215.694.4169</b>

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May 11	8AM – 2PM	<b>Procurement Power: Information &amp; Opportunity for Small Businesses</b> <b>Learn How You Can Do Business With BIG BUSINESS</b>	<b>The PECO Building</b> 2301 Market Street	<a href="http://www.gonawbophilly.org">www.gonawbophilly.org</a>
May 15		<b>Executive Women International® Of Philadelphia</b>  3rd Annual Spring Golf Clinic	Springfield Country Club  400 W. Sproul Road  Springfield, PA 19064	<b>Marie Gallagher</b> <b>(215)587-5574</b> <a href="mailto:gallagherm@unionleague.org">gallagherm@unionleague.org</a>
May 17	11:45 AM to 1:30 PM	<b>Lunch with the CITY's LEADERS</b> <i>Access and insight into the powers that shape our city</i>  <b>Phil Goldsmith</b> , President, <i>CeaseFire Pennsylvania</i> , Principal and Founder,	<b>Susanna Foo</b>  1512 Walnut Street	<b>RSVP to CCPA: 215.545.7766</b>  \$40 per person (\$50 for non- members), includes appetizer, entree, dessert and coffee
May 24	11:45 AM to 1:30 PM	<b>Lunch with the CITY's LEADERS</b> <i>Access and insight into the powers that shape our city</i>  <b>David L. Cohen</b> , Executive Vice President, <i>Comcast Corporation</i>	<b>Susanna Foo</b>  1512 Walnut Street	<b>RSVP to CCPA: 215.545.7766</b>  \$40 per person (\$50 for non- members), includes appetizer, entree, dessert and coffee

<p>May 30</p>	<p>11:45 AM to 1:30 PM</p>	<p><b>Lunch with the CITY's LEADERS</b> <i>Access and insight into the powers that shape our city</i></p> <p><b>Robert Solvibile, Sr.</b>, Commissioner, <i>Philadelphia Department of Licenses</i></p>	<p><b>Susanna Foo</b>  1512 Walnut Street</p>	<p><b>RSVP to CCPA: 215.545.7766</b></p> <p>\$40 per person (\$50 for non- members), includes appetizer, entree, dessert and coffee</p>
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