

Connections

Staying connected to what helps us grow!
August, 2006 Vol.1, Issue 3

Speed Networking – A Powerful Formula to Generate Real Results Fast!



If your standard approach to networking is trade fairs, exhibitions, seminars, lectures, and business clubs, then you're not taking advantage of what you can gain from Speed Networking.

To introduce members to the advantages of this exciting format, our last meeting concentrated on Speed Networking. What they experienced was the realization that a 30-minute "elevator speech" doesn't quite get across what others need to know about a business. So on July 10, using a 2 minute/person format, everyone got to spend time talking about their businesses to open up new business opportunities. What they came away with was a new network of potential suppliers, partners and of course – customers. Feedback on the event was excellent. Participants said they liked the format because it was simple, very effective and offered a great opportunity to generate new business.

NJ FY 2007 Budget Signed Into Law – Heads Up On These Revenue Raisers

On July 7, state lawmakers finalized the budget which was signed into law by Governor Corzine. Here's a heads-up on what you need to be aware of if you're part of the general business community. The revenue raisers: a premium tax on HMOs of 2%; increased minimum tax paid by corporations from \$500 to \$1000; a surcharge on the Corporate Business Tax (CBT) of 4%; reconfigured sales tax is collected on businesses operating in Urban Enterprise Zones (UEZs); an increase of 1% in sales tax, effective July 15, 2006; a change in the phase-out schedule for the Transitional Energy Facility Assessment (TEFA), and expansion of the sales tax to investigation and security firms.

The successes: the full restoration of the Net Operating Losses; no expansion of the sales tax to temporary service agencies; the elimination of the Alternative Minimum Assessment Tax; no water tax; no diversion of funds from the Unemployment Insurance Trust Fund; no extension of the sales tax to computer software and digital goods (doesn't include ring-tones, movies, books, etc.) or professional services (not including the ones noted in revenue raisers), and no hospital bed tax.

NJAWBO HC Member in the News

Ulka Rodgers, VP Finance, was named Weichert "Sales Associate of the Month" and received the "Top Sales" award, all while helping with the preparations for the Chapter's "Mosaic of Life" event in May. Ulka recently moved to Re/Max Signature Properties in Lebanon on Route 22 West. Congratulations Ulka!

If you have some exciting business news you'd like to share with the membership, please submit it to Marya Grier at grierm@earthlink.net.

Chapter Recognition Awards Are Here!

It's nice to be rewarded for doing terrific things and we want all of our members to know it. Starting with our August meeting two awards will be available:



Congratulations: For Most Guests and the Shining Star Recognition. Each is designed to help increase our membership. To qualify, either bring the most guests to a single meeting or influence a guest to join and have them mention your name. The voucher will cover your cost to attend the next monthly meeting.

Important Notice: Power Teams, August 14, 8:00 AM, Hampton Inn, Flemington – establishing partnerships to form Power Teams. Registration ends August 11. To see flyer, click [Microsoft Word - FLYER - AUGUST - Reminder.pdf](#) Seats are limited. To register, call Karen Monroy at 908-968-0859 or e-mail her at karen@karenmonroy.com



SAVE these Dates...

Chapter Meetings: September 11 – Power Teams Squared, October 10 (a Tuesday) – Pricing to Sell – Knowing the Worth of Your Goods and Services, November 13 – Negotiating To Get Your Price, December 11 - Christmas Party.