



Where world class communications meet superior customer service

# D&M Communicator

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## From The Desk Of The President

I embrace change. Change is good! Whether it is technology, a new service provider, or just new office space, if it's new and I think it will improve the service we provide or how we provide it, I am willing to give it a try. [Click here to read the entire column.](#)

### Promote: From Within Or Outside?



Their company was on the rise. They had gone from \$50 million in sales to \$250 million in just 10 years. They had a softball team, a family picnic every year, and a Christmas party that was so loved by everyone that groups of people would get blocks of rooms and stay the night to party together. Almost every Thursday

the entire office would end up at a local bar for a few drinks together. Most of the Senior Vice Presidents made it on Thursday night as well. [Click here to read the entire article.](#)

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#### Sales Message



When cold calling, your time is too limited and too valuable to cast a wide net - like when you send a direct mail piece. Instead, it's essential to fine tune your list of prospects and target only those prospects who have the most potential to generate a sale. When prospecting, it's always quality over quantity.

### Your Way Or The 1% Way



Here's a fun fact that you may not be familiar with. Less than 1% of the United States population earns more than \$365,000 per year. You read that right, less than 1%. So what does that mean? That means that in order to

break out of the 99% pack, you must do things drastically different. You need to look around and see what everybody else is doing and start doing the complete opposite. [Click here to read the entire article.](#)

### When Financial Performance Matters

Financial performance is critical to the success of every business, especially during these difficult economic times. Now more than ever,

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#### Quick Links

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business owners and managers need clear, accurate and insightful financial information in order to make intelligent and informed decisions.

[Why D&M](#)

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A strategic partner of D&M's, Performance Accounting Solutions, LLC was specifically created to provide the people, processes, systems and information that decision-makers need to manage their business. [Click here to read the entire article.](#)

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## "Did You Hear About..."



This amusing tale is useful when you want to make a point about how the devil is in the details.

A heart surgeon took his car for regular service to his local garage where he usually exchanged a little friendly banter with the owner, a skilled but not especially wealthy mechanic. [Click here to read the entire article.](#)

## D&M Preferred Providers



In business for nearly a decade, D&M has had the privilege of working with a wide variety of carriers and other vendors.

With literally tens of thousands of phone lines and countless T-1s installed, as well as a variety of experience with other services, from conference calling, and VOIP, to web conferencing, we have a lot of practical knowledge from which to draw. [Click here for more information on D&M's Preferred Providers.](#)

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