

The Summer Is Here

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By Fred Leder

With the horrible winter finally behind us we should make plans to take advantage of roads that are not clogged with snow and abandoned cars, local public transportation operational, plane schedules a bit more predictable and in general a less complicated ability to travel.

Yes we're sure the idea of family vacations immediately pops up in ones mind, and that type of quality time is always valuable for many reasons. However the remainder of the summer can be best spent visiting referral sources, traveling to see clients for whom you've already provided financing, and touching base face to face with any and all sources of future business.

It's worth the time and effort to put together a travel schedule for yourself, be it local, regional or long distance to visit sources of future business. This of course is subject to your marketing/sales budget and how much you are able to spend. There should be some personal interface done however even if it is on a local level. Always remember that one of your best sources of business is the client for whom you've already provided a finance facility. They can see you are real and can give you the names of colleagues that can use the same help.

Xynergy Capital Group will be announcing a summer incentive program and of course our "fund a hospital" \$5,000 bonus program is still in place. Growing your business has many different approaches but personal visits ranks among the



Husband:- I want divorce. My wife hasn't spoken to me in six months.

Lawyer: Think about it once again. Wives like that are hard to get!

What is fracking and why is it controversial?

Fracking is the process of drilling down into the earth before a high-pressure water mixture is directed at the rock to release the gas inside. Water, sand and chemicals are injected into the rock at high pressure, which allows the gas to flow out to the head of the well.

The first is that fracking uses huge amounts of water that must be transported to the fracking site, at significant environmental cost. The second is the worry that potentially carcinogenic chemicals used may escape and contaminate groundwater around the fracking site. The industry suggests pollution incidents are the results of bad practice, rather than an inherently risky technique.

Complete story www.bbc.com/news/uk-14432401

Deep summer is when laziness finds respectability

Sam Keen

Decrease the reimbursement interval between the time you provide service and the time you are paid and have the needed cash on hand for your expansion plans is our goal at Xynergy