

December, 2007

# Caponi Performance Group Newsletter

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Dear Barry,

Welcome to our December newsletter and please accept our heart felt 'Merry Christmas', 'Happy Chanukah', or best wishes from all of us at the Caponi Performance Group. We hope that however you celebrate the holiday season, it will be a terrific one for you and your family and that 2008 will be the best year ever!

Enjoy, and as always, good selling...Barry

## Are You Insane?

### Four Steps to Improve Your 2008



Albert Einstein once said that the definition of insanity "is doing the same thing over and over again expecting different results."

This month's newsletter examines your choices for improving your team's selling performance in 2008. Your goal will be higher in 2008. It always is, so what is your team going to do different in 2008 to hit that higher number?

This month's article addresses this all important process of self-assessment and offers some ideas on how to go about it and then what to do about what you determine.

[Read article...](#)

## Special Tip of the Month for Christmas

Looking for something you can do for Christmas for someone deserving?



This month when you are making out your Christmas cards to send to your family and friends, send one more to a wounded soldier. You can send your card to:

A Recovering American Soldier  
c/o Walter Reed Army Medical Center  
6900 Georgia Ave. N.W.  
Washington, D.C. 20307-5001

## Quotes and Proverbs of the Month

### A little food for thought and humor for your day



**Thanks to my dad, Roy Caponi, for these thoughts...**

"It takes some people all of their lives to become failures, while others achieve it in just a few years." - Anonymous

"A bargain is something you don't need at a price you can't resist." - Anonymous

"We have no more right to consume happiness without producing it than to consume wealth without producing it." - Anonymous

**A little Steven Wright for you...**

"I planted some bird seed. A bird came up. Now I don't know what to feed it."

"I went to San Francisco. I found someone's heart."

"I put my airconditioner in backwards. It got cold outside. The weatherman on TV was confused. "It was supposed to be hot today.""

**Best Selling,**

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