



Finding Tips

Become a LeTip Farmer!

Harvesting Tips can be compared to planting a field of corn. A good crop just doesn't emerge magically, it has to be nurtured. A farmer plows, fertilizes, then plants seeds and cultivates the field. In time, the first sprouts emerge and then grow into stalks producing ears of corn, yielding kernels for food or more seeds.

Each of us have Tip "seeds" we can sow. They can grow into leads for if we plant them with people we know. Prospects for Tip-giving are everywhere. Plant the LeTip seeds by putting a LeTip brochure and your chapter's roster in everyone's hands. Start developing yourself as a source and watch your business grow!

Who do you know?

Number

Immediate family: spouse or significant other, sisters, brothers, parents.	_____
Another family level: aunts, uncles, cousins, nephews, nieces and their families.	_____
Associates in business: partner, secretary, boss, co-workers plus their families.	_____
Business associates in your building or in buildings close to your office.	_____
People you know through your religious affiliations.	_____
Members of your bowling league, softball team, tennis competition, the card group, etc.	_____
Those you meet at parties, picnics, and weekends at the shore or mountains, etc.	_____
Neighbors, including those in your homeowners association.	_____
Golfing partners, work-out friends at the gym, etc.	_____
Parents involved with your kid's activities; sports, dance, swimming, etc.	_____
Businesses you personally use for services and can now provide services in return.	_____
Your local fire company and police department members.	_____
Your children's teachers, the principal, secretarial staff, etc.	_____
High school, prep school and college friends.	_____
Rotary, Kiwanis and other service clubs to which you are a member.	_____
Chamber of Commerce, business associations, contractors associations, etc.	_____
Your chapter alternate (filling in at a missed chapter meeting)... his or her contacts.	_____
Now list one more group not included here to which you can become a source.	_____
Add up the column	_____

Now you know "Where Tips come from!" Results need action! Action needs a decision!
Decide to initiate a chain of reaction by spreading the LeTip Word. It Works!