

August 2009

Dear Clients and Friends:

I belong to a networking organization known as the San Diego Business Group. We are all professionals or small business owners who know the best new client is someone who has come to us by way of a referral.

If you'd like to check us out, our website is SanDiegoBusinessGroup.com.

Can you help me with something? We have almost twenty members in our organization and we want to grow. I'm wondering if you can give me the name of a professional or a business owner who has provided you with an outstanding service or product, and who you think is looking for more referred business.

We only accept one member from each profession, but when you think about how many different types of businesses there are, we have lots of openings. I would love to find a good mortician for our group. We need a florist. We don't have a mechanic, a real estate lawyer, an electrician or a hair stylist. No butcher, baker or candlestick maker.

Does anyone come to mind? Your ideas will be much appreciated!

Regards,



Charles M. Shackelford