

Who Do You Know?

The average person knows 250 people. As an entrepreneur, it has become your job to know many more people than the average person. To know these many people and to leverage these contacts takes a lot of organization. Starting your own personal CRM at the beginning of starting a business is important.

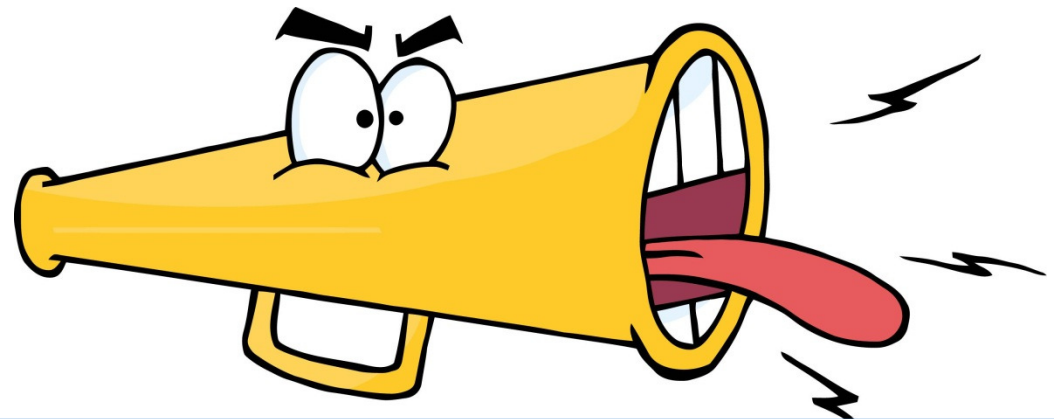
What is a CRM? It is a customer relationship management tool which is a fancy way to say, keeping your customer information all in one place.

This can be done through almost any type of software, including Word or Excel. But there are a lot of companies that specialize in this including Sugar CRM, Microsoft CRM, Salesforce CRM, SageCRM, FreeCRM, ZohoCRM, and many more. If you lose contact with a person, you have lost their network of 250 people! So keeping track of your customers and their contact information is extremely important.

TIP: You only need 1000 person fan club to be extremely successful.

Business Solver Modules:

- ❖ Finding My First Customer
- ❖ Getting The Most Out of a Mentor
- ❖ Try the Marketing Solver tool



Business solutions at your fingertips

Starting a small business isn't easy but with business solutions right at your fingertips, you don't have to worry about missing any steps.

