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Associations, Affiliates & Networks



Acclaim has been a member of the Chamber of Commerce since 1982. Dan Karas was Chairman of the Board of Directors in 2008 & 2009



Our affiliation with Publisher and Adobe allows us to edit, create and accept any Adobe or Publisher created files. Our staff is fully versed in the latest software programs that allows us to take care of any page layout or design problems, so you can get back to working on your business.



BNI is a business and professional networking organization that allows only one person per profession to join a chapter. Acclaim has been a member of BNI since 2003.

A letter from Dan . . .

Fore! Etiquette Lessons for Business on the Course

It has been said that the best business deals are made on the golf course. There is no doubt that a lot of business happens outside the office, whether it is golf, lunch or dinner. That is because people do business with people. A social setting gives you and your prospect the opportunity to get to know each other better, as people. Poor etiquette can turn your prospect off rather quickly so, I have compiled four etiquette tips to help you score more business.

Tee time

If you want to lose a potential customer before you even meet them, then show up late. You should respect the fact that they have given you precious time from their busy day to meet with you. Try to be there early if you can. If you show up late, you give the impression that you had something more important than meeting with them. If you are going to be late, let them know as soon as you can.

Flag down the beer cart

Ordering alcohol with a prospect can be a sticky situation. A formal dinner typically calls for a bottle of wine, but for lunch or on the golf course, it is not as easy. A good rule of thumb is to allow your guest to order their drink first. If they go for a water or soda, follow suit. If drinks are in order, remember that you are at a meeting so moderation is key.

Par for the course

The number one question most people have is, "Should I let them win?" The answer is no. Intentionally losing can be an insult to a customer, so play to your ability. A golf outing with a prospect is about building a connection. Make sure they have a good time and the business side of things will take care of itself.

Keep the club in your hand

This should go without saying, but be polite. If people are doing business with people, most do not want to do business with a jerk. The better the personal connect you make with this prospect, the more loyal the customer will be in the long run.

Dan Karas~Owner

Expert in the field of...

Robert Brady has provided us with financial reporting and tax consulting for the past 7 years. He has been both an asset to our company and a pleasure to work with.

Small Business Health Care Credit

The affordable Care Act provides for a small business health care tax credit designed to encourage small businesses to offer health insurance coverage to their employees for the first time or maintain coverage they already have. In general, the credit is available to small employers that pay at least half of the premiums for single health insurance coverage for their employees. For tax years 2010 to 2013, the maximum credit is 35 percent of premiums paid by eligible small businesses. The maximum credit goes to smaller employees -- those with 10 or fewer full-time equivalent (FTE) employees -- paying annual average wages of \$25,000 or less. The credit is completely phased out for employers that have 25 or more FTEs or that pay average wages of \$50,000 or more per year. Eligible small businesses will first use Form 8941 to figure the credit and then include the amount of the credit as part of the general business credit on its income tax return.

Robert C. Brady, EA
925-355-1040



PADGETT

Honoring Dad!

In honor of Father's Day, (June 19) I did some research on the origin of "Dads Day". Although some historians believe this tribute to Dad dates back some 4,000 years in one form or another, the official day was proclaimed in the 20th century.

Ms. Sonora Louise Smart-Dodd of Washington lobbied from the age of 27 to see all fathers recognized, especially her own dear dad who raised her and her five siblings by himself. She lived to see President Nixon, in 1972, declare Father's Day a permanent national observance day. Ms. Smart-Dodd died in 1978 at the age of 96. That was cutting it pretty close.

Speaking of presidents, I noticed lately that some of the last few presidential dads had only daughters. So I looked it up; I was correct, it was only the last few presidents. I did run across something about presidential dads that was interesting though; 23 out of our 44 presidents have suffered the loss of a minor child, some more than one. That number does not include the adult children that died during the father's lifetime. Still, these fathers endured their loss and managed to lead a country. How is that for fortitude?

I will end with a Father's Day quote from Sigmund Freud: "I cannot think of any need in childhood as strong as the need for a father's protection."

Happy Father's Day to all of you Dads!
Robin Karas~Editor in Chief

Networking/Local Events

- June 8th - Pleasanton Chamber Mega Mixer -**
5:00 pm-7:00 pm 475 St. John St. Pleasanton-behind Barrone's restaurant (925-846-5858 for details)
- June 13th - 24th Annual Dublin Chamber Golf Tournament -**
Dublin Ranch Golf Course - \$175.00 per person includes golf, cart, lunch & dinner. (828-6200)
- June 29th - Dublin Chamber Open House / Mixer -**
4:30 pm-7:00pm Tucknott Electric, 6850 Regional St, Ste 110, Dublin (925-828-6200 for details)

Customer Spotlight

Shari Smith of 7daysale4u has been a customer for several years. Although I have never taken Shari's training class on eBay, I know several friend who have. They were very happy and have started making their own money selling on eBay.

eBay Training & Sales



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We'll teach you the right way to sell on eBay. If you don't want to deal with it, we'll sell it for you.

Shari Smith is a Certified Education Specialist Trained by eBay and a Top Rated Seller on eBay. She started selling on eBay over 5 years ago, and it has replaced her full time income. She will teach you to supplement your income with eBay or even replace it entirely. If you have items you are no longer using and would like to bring in some extra money by selling them but don't have the time, we will sell them on eBay for you.

Phone (925) 307-7015 • shari@7daysale4u.com