



#### Greetings!

I attended my first major networking luncheon yesterday in 19 months. I admit it felt a bit odd seeing a few hundred people in one place again. Everyone admitted that while they appreciated being able to "meet" via zoom this last year plus it doesn't replace face to face interactions.

I had expected people would be keeping their distance, but no, hugs, kisses and handshakes abounded. Everyone was just so happy to see each other in the flesh!

Those of us responsible for growing businesses understand this all to well. Being able to interact, show our wares and build a relationship are important to us. And, personally I feel some of that relationship building gets lost in the online zoom dimension.

So, as we start to get back to a "new" normal of doing business, we need to keep in mind that some people will still prefer to meet virtually. Some because their offices don't want visitors or some are now permanently working virtually.

As such, we will still need to be mindful of how we keep in touch. I spoke to one client yesterday and we realized we hadn't actually spoken in almost 2 years! We had emailed of course but in the past I would visit their offices regularly and "walk the halls" to touch base with people. That opportunity may be gone for good.

I know that many industries and associations are starting to have their trade show gatherings again. This year more than ever it may be important to attend. What better way to get back in front of your customers and prospects?

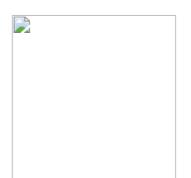
Since, we seem to be at a new point in this challenging time, it might be a good to re-evaluate our communication efforts. Should we attend or exhibit at that show we haven't participated in recently? Is it time to ask how clients and

prospects want to be contacted and how often? Are they accepting in-person meetings? What about a lunch or breakfast meeting? An after-hours drink?

We are here to help you stand out with your clients and prospects. Need a great trade show booth or materials? What about a custom leave-behind gift? Or a mailing to introduce your business or new products?

Let us show you how.



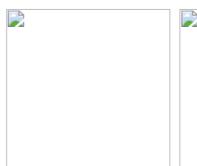


#### **Work from Home Kit**

Each kit includes a Webcam cover and wireless charging pad. Packed Holds approx. 4 cards, ID, in a carrying pouch with zip locking closure.

1 color imprint on each item.

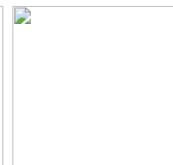
50 Qty: \$11.20 each



#### **Dual Phone Wallet with Earbud Pocket**

etc. Front pocket expands to hold wireless earbuds.

150 Qty: \$2.25 each



#### SPF 15 Lip Balm in Holder

SPF 15 lip balm with light vanilla scent. Silicone holder.

1 color 1 location imprint 1 color imprint on decal.

150 Qty: \$1.80 each

### Let Them Know You Care And Stay Topof-Mind With Your Clients

As business owners, we want to make sure our customers and clients know we care about them. No matter the size of your business, from the smallest to the largest, customer/client care is how we grow.

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# And Thoughts About New Year Planning In Newly Post Pandemic Environment.

Owner and President of Gossett Marketing, a leading promotional marketing firm, Danette Gossett, considers how differently businesses will have to plan for the New Year than they did in the pre-pandemic days.

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