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Tepato Systems offers software consulting services to help you, the small business owner. If you want to make better business decisions, software and other technology tools should be key parts of your business strategy.

Grow Your Business with BNI

BNI stands for "Business Network International"

"Word of Mouth" is the most cost effective form of advertising possible. BNI provides a structured environment for the development and exchange of quality business referrals for both men and women. If referrals are an important part of your business, then BNI is the organization for you.

Currently there are over 2,700 BNI chapters worldwide with over 52,000 members. Last year members passed approximately 2.5 million referrals which generated over \$867 million dollars worth of business! I am a member of the "Networking Summit" chapter in Canton. We are always looking for professional business people with a strong referral mindset, as the motto of BNI is "Givers Gain!"

BNI is structured like no other referral or professional business organization. The key advantage to each member is that there is only one representative from each profession allowed - in essence you are locking out your competition.

I encourage you to attend one of our weekly breakfast meetings to see first hand how our members give each other endless referrals! Meet us on any Thursday morning at 7 am at the Canton Coney Island restaurant on Lilley Road, just south of Joy Road, in Canton. Please feel free to call or email me with any questions on BNI. Hope to see you soon!

- [BNI Networking Summit chapter](#)

Attention Holiday Shoppers!

Preview the Ads for Sales Before and After Thanksgiving

If you're a diehard holiday shopper like me, you well know why many retailers call the day after Thanksgiving "Black Friday" - for many of them, it's the day that they begin making a profit for the year.

Last year, I found a cool website that posts the ads far in advance of when you get them in the local paper. It's a great tool for making a plan of attack for your early morning shopping expedition...

Check out the bfads.net site (link below) to see a list of the retailers whose ads they've got, then click on any retailer name to see a text list of all the items. You can also see a scanned image of the flyer itself for many of the ads.

The site enables you create a shopping list of the items you're interested in, which you can then print and take with you. No more trying to remember what you wanted to buy cousin Sally after only 3 hours of sleep! They've also just added a comparison feature on certain products like digital cameras and TVs. I haven't tried the comparison yet, but it sounds pretty useful.

Good luck shopping!

- [Black Friday Ads](#)

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