



enrich **IT's** **TAP TIPS**

November 2009

Dear Trusted Advisors ~

Welcome to the first edition of TAP Tips. This publication is designed specifically for you, our consultants, to be a resource in order for you to be able to maximize your TAP experience. It is our goal to arm you with the tools you need so that you may be able to financially benefit from the program and at the same time continue to build good, solid and lasting relationships with your clients.

As the enrich IT Trusted Advisor, your clients look to you for expertise and knowledge. It is our purpose to build on that relationship and give you ideas of ways to provide additional value to your client by offering additional services that they may need. This may be either by mentioning our services to them, or simply sending us the information to follow up.

TAP TIP #1 Lead Generation

The easiest way to get started with TAP is just letting us know of an opportunity you hear about while consulting with your client. Many times, you may be sitting in a meeting discussing future strategy and hear of an opportunity where enrich IT could get involved. If there is something that enrich IT may be able to help with, let us know. We will follow up with your client (as appropriate) and you will reap the rewards. It's really as simple as that.

So call us or let us know when you hear of something going on and literally, we will do the rest. For additional information or to give us a lead please contact:

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Thank you for all that you do to make enrich IT successful. We look forward to working with you.

Your enrich IT Corporate Team