

Chris's Corner: A Good Secret

You want to know the secret to business, relationships and life?

Always give more than you get. Give a little extra.

When you strike a deal with a customer, strike a deal. But when it comes time to deliver on your end, give the customer something more or something extra they didn't bargain for.

They will remember you in the future because you exceeded what you originally offered at the same price. In their minds, maybe their subconscious, they owe you one.

Who wouldn't want to do business with someone that gives more than they bargained for?