

# HELLO

# 2020



### TECHNOLOGY BLOG

[How to upgrade from Windows 7 to Windows 10](#)

If you are still holding on to Windows 7, you should really consider upgrading your PC to Windows 10 soon.

### SALES BLOG

[Happy New Year!](#)

As 2019 ends, we reflect on a wonderful year full of new relationships, increased business, and a thankfulness

### TECHNOLOGY BLOG

[Digital Transformation with Microsoft](#)

Where do you see your business in 5 years? Technology is being used to transform every industry.



### [MICROSOFT 365 BUSINESS](#)

When Jack's Diving Locker (JDL) was founded in 1981, its team members worked out of a Volkswagen van. Now JDL has expanded into a company with two retail stores and five boats in two harbors, and they rely on Microsoft 365 Business platform to manage their growing business.



## Top Sales Professionals Use Customer Relationship Management

This is the year of the CRM!!! What is it? How can it help me? Who is using this awesome technology? What to do?

In today's face pace business world, information that is accurate, timely, and readily accessible is a distinct competitive advantage. This is particularly relevant in

[Read the whole release here](#)

## Should I use CRM?

## Who can help set this up?

## JANUARY BLOG

### I'M TOO BUSY

We were consulting with a CEO of a \$100,000,000 company regarding his 16 - hour workdays. He was getting stressed out and felt he was spread way too thin to be effective.

He said he was putting out fires, going from one problem to the next as they inevitably came up in the normal course of business.

I asked about his key management team i.e. numbers, salaries, experience, education, responsibilities etc. He said they were well qualified, extremely well paid, yet unable to prioritize and problem solve without his intervention.

I asked how long this had been going on, he said, "Forever"!

[Read the whole blog here](#)