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LINKS YOU CAN USE NOW



This Month –Feedback and Evaluation

All companies value feedback, whether it's external, internal, top-down or passed up. Here are some links to help.

We can ask all our customers to leave us feedback, but getting them to do it can be tough. This HubSpot article has some helpful tips to change your luck with that:

<https://tinyurl.com/links12211>

Value harmony in the workplace? Feel uncomfortable with confrontation? Being conflict averse can be difficult when it's your job to give feedback. This article might help you combat it:

<https://tinyurl.com/links12212>

Time to collect your teams' thoughts after a long year. Unsure where to start? It can be quite difficult to get results. Try these killer methods from inside 6Q:

<https://tinyurl.com/links12213>

Constructive criticism vs. feedback: What's the difference? Find out in this blog by Sonia Layne-Gartside on LinkedIn:

<https://tinyurl.com/links12214>

The Importance of Feedback in Business

The colder months and shorter days signify one thing: it's nearing the end of the year. Just before you break out the holiday decorations, it's the perfect time to take a look back, think about what worked and what could have been better.

Feedback isn't just on the back of a customer service form. If used meaningfully, it can be the key to helping your business run smoothly. Here are a few tricks for how to implement it.

Helps avoid mistakes. Sharing little points of feedback often can be the key to stopping a team from derailing. When a group is working on a project together, there can be a lot of misunderstanding and communication. Not only does it keep the team on track, but it also saves you the time of correcting a larger mistake.

Form better relationships. Communication is the key to a good relationship, and that's the same in business. Being honest can be quite a hard pill to swallow, but the more comfortable your teams become with it, the better they will be both inside and outside the office.

Helps to motivate. Receiving feedback motivates people! Keep it friendly. The key to constructive feedback is to offer advice, not judgment. Your team members may be unsure how to ask for help or may feel a little lost. Plus, end with encouragement! Hope will always be better than fear.

Offer good feedback. It's not all doom and gloom! You should be applauding your staff as well as pointing out any mistakes or places to improve. This in turn creates a better, more well-rounded team.

How to Win Big in Today's Economy

The altered economic landscape presents innovative and nimble businesses with opportunities to thrive.

Find out how by requesting my free report "How to Win Big in Today's Economy."

Just reply to my email at info@g3cpa.com or call 856-727-0100 and I'll send it right out to you.



GOLD GERSTEIN GROUP LLC
Certified Public Accountants and Consultants

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How Do You Know if You're Ready to Expand?

Your customers are happy, the money is rolling in and sales are up. This is great, isn't it? Is this a sign to expand your business? It could be, but do you have what it takes? As soon as your business finds a piece of success, it feels like you've made it, but the biggest obstacle to your company growing is actually managing fast growth. It's good to grow but it's not always the right move. How can you know when it is?

You're still on track

Many of us start businesses with our hearts, but you have to run them with your head. When these two major organs align, you know you're on the right track. It's also not about reaching the end point immediately. Building a business takes a lot of work, and you need to make sure you're still putting that work in.

You're making money

It might feel like a crude measure of success, but it's one of the most accurate. If people are actually buying your products or services, you're doing something right. The key to long-term business success is longevity. Can you keep making a profit?

Your teamwork is off the charts

We all have that friend who wants to go into business, but the real trick is deciphering whether they'll be a good business partner. If your team is well glued, that's great, but will you all be able to learn and grow together? Ask yourself this question, and if the answer is yes, it might be time to grow together.

You have a safety net

Approximately 20% of businesses fail in their first year, and that is due in large part to having no safety net. Put a safety fund aside in case you have to take a step back.

You learn how to be steady

Starting a business can be chaotic, but once you know what you're doing, it's good to have a foundation to lean on. Can these processes you've created work on a larger scale? If the answer is no, think about how you could change that.

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Worth Quoting ...

A man doesn't need brilliance or genius, all he needs is energy.

Albert M. Greenfield

There's a direct correlation between positive energy and positive results.

Joe Rogan



This Month's Quick Quiz Question

For an answer, email me at info@g3cpa.com or call 856-727-0100.

When was modern day wrapping paper introduced to North America?