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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 all ask 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 evergreen article might help you combat it:

<https://tinyurl.com/links12212>

It's time to collect your team's 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>

Feedback is so important at all levels of the business. Here's some help on how to be the boss and still give important, trusted advice:

<https://tinyurl.com/links12215>

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 and why you should start today!

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 miscommunication. Not only does it keep the team on track, but it also saves you the time of correcting a larger mistake.

It forms better relationships. Communication is the key to a good relationship, and business is just another series of relationships you have with clients and co-workers. Being honest and hearing honesty can be hard pills to swallow, but the more comfortable your teams become with it, the more trust can be built, both inside and outside the office.

It 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.

Top Tip: Don't forget to offer good feedback, too! It's not all doom and gloom! You should be applauding your staff and 'catching them doing good'! Pointing out any mistakes or places to improve can change the direction of projects, pointing out strengths will keep it heading in the right direction. This in turn creates a better, more well-rounded team.

Quotes on ... Energy

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

Success isn't about how much money you make; it's about the difference you make in people's lives.
Michelle Obama



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, whether that's new locations, new staff or new clients, 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 eventually you'll have to run them with your head. When your head and heart are in alignment, you know you're on the right track. It's also not about reaching the end point immediately. What even is the endpoint in business? Starting a business takes a lot of work, but you need to make sure you're still putting that work in to build the business.

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.

You have a safety net

Approximately 20% of businesses in North America 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.

Contact me today:

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Worth Quoting ...

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This Month's Quick Quiz Question

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

Located in Pigeon Forge, what Tennessee theme park has 50 rides?