

Guardian Angels - Jacqui Tournois & Mariette Hardwood



Crossings Super Spar - Cindy Coetzee & Care Buddies - Tracey Bartleman



Robin Pullen & Gerda van Niekerk (Loving People)



Communio - Yolande Nel

Mbombela – Lets be positive!

Linda Grimbeek tell us how

During the *Positivity* event last week at Mbombela stadium, Linda Grimbeek, COO of KLCBT hit the nail on the head when she said, "We totally get it – you need to be positive, we understand the concept and we understand the benefits – BUT you cannot fake *Positivity*! You can fake happiness as we all do from time to time, but *Positivity* is the one thing we cannot fake... So how do we do it?"

"People are doing business with people" she said. "No matter how much you advertise, you need to do face-to-face advertising and very few opportunities are available and that is exactly what KLCBT has to offer the business person."

She further went on to explain how your positivity will lead others to you and your business and by default, become successful themselves. Grimbeek encouraged

businesses to keep their spending local, to take good care of their best asset – their staff, to allow themselves to brag a little by competing for awards of excellence, like the KLCBT Annual Awards which is the most prestigious, to insist in increasing productivity in the workplace, which is a quality of good leadership and finally to promote and practice good integrity in the workplace and at all times. She used the opportunity to introduce the KLCBT's *Hand on my Heart* campaign which encourages people to take a pledge of integrity using only 5 simple words: Honesty, Respect, Empowerment, Fairness and Ubuntu.

Grimbeek made it clear that only hard work will lead to success and shared her recipe for it with the guests. "Call 40 people a week, in doing

so, you will make at least 10 appointments a week and by seeing 10 people, you will, guaranteed, gain at least two new clients." She pointed out that these statistics improve as you get more practice at it and that the KLCBT networking events, once again, is a great platform to reach your target of meeting 10 people a week.

Her next tip was to improve one thing a week in your business. "Call your entire workforce or division together once a week and brainstorm one thing you can improve every week."

"Where will it get you at the end of just one year? You will have a well-motivated and positive work force, your business will be 50 times better than at the beginning of the year and you will have 100 new clients!"



Mariolise le Roux en Sandra Jacobs van Innibos

(All photos- Lisa-Marie Gardner.)