

## Lodge-ical News – January 2009

We wish you and your family a Happy New Year. Lodge-ical kept us very busy throughout 2008 and we anticipate another prosperous year in 2009.

### Our 15<sup>th</sup> Year Anniversary

We are proud to announce that we are celebrating our 15<sup>th</sup> year in business. We value your business and continued support. To show our appreciation, we would like to present you with a special offer. If you refer a prospect to us any time this year and that prospect becomes a Lodge-ical client, we would like to give you a \$100 discount off of your 2009 maintenance and support renewal fee.

If you are not using version 7.0 yet, but refer us to someone who purchases Lodge-ical, we will give you \$100 off the price of the version 7.0 upgrade.

### Client Referrals

This time of year is typically busy for us as we receive many new inquiries from businesses whose primary season is the summer time (i.e. fishing lodges, dude ranches and guest ranches). Many times, we are asked to provide references of other Lodge-ical clients. We do not always do a good job in asking you to be a reference BEFORE you are contacted. We try to give references who share the same line of business and the same geographical location. We appreciate all of you who have helped sell Lodge-ical. Just as client referrals are important to your business, we value the client referral in our business.

If you would like to be on the “do not call” list, please feel free to contact us. Otherwise, you might be contacted by an interested prospect. Thank you again for your continued support.

### Newsletter Topics

We hope that you have found useful tips in our previous newsletters. Feel free to present us with additional topics that you would like to learn more about. You can be sure that the subject matter you recommend will be important to other Lodge-ical clients.