

Tricks Of The Trade

Sydney Schwartz Hardiman, of Pittsburg, PA, shares this tip from her “why didn’t I think of that sooner” file. To make **joining your cotton welting** easier, cut it on the bias rather than straight across. It makes a nicer join and gives the tape more to hold on to.

Fred Berns, featured speaker at the 10th Educational Conference and Trade Show in Greenville, SC, February 23-27, offers the following tips to consider when creating your **voice mail message**. *(Fred helps custom home furnishing and other professionals dramatically increase profits by promoting themselves more effectively. He provides personal promotion coaching to individuals and organizations nationwide. For more information, contact him at 888-665-5505 (303-665-6688) or email him at fredtalks@aol.com.)*

