

Call If You Need Help

By Bob Brolhorst

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Looking For Help? Don't Be Afraid To Call Someone

You took on the project knowing that you would do a good job. You're moving right along through the work until you hit a bump in the road. You are have trouble trying to figure out what went wrong. You've spent hours with hardly any progress trying to fix the problem. Your thinking to yourself if I take a break from it, and come back the next day that your mind will be clearer. The next day it's even worse than the day before. The project is due within a few days and you're at your ropes end. You have no idea how to fix it or what to do next. Do you call your customer and submit a partially completed project, humbly telling her/him that you overextended yourself and recommend someone else to finish the project? No, you call that person that you would have recommended and get the help yourself.

A lot of people wouldn't consider this sound advice, because you think you're calling the competition to get help. That's not true. Every service and every company is unique. You're not giving anything away by asking for help. Instead, you're acting as a true professional by following through on a promise you made to your customer that you would do the work as promised and within the time limit and cost you agreed upon. You also had a written agreement with the person of the company helping you and that they would not solicit your client or turn over any vital information.

Being a professional by admitting when you need to ask for help has no disgrace in it. By treating your clients and your experts as professionals you will be held high regard. You have to remember that we're all in this together, and as soon as you start thinking that you know it all and can be everything to everyone is the day that your business will take a severe turn backward. Business and people need to help each other, because we can't hire the hundreds and thousands of people the big corporations can. But we can network and learn from each other and create our own circle of experts.

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