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Reliable news for healthy living, saving money, and having fun!

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**Jan. 1**

New Year’s Day

**Jan. 6**

Epiphany **Jan. 18**

MLK Jr Day

January 2021

**Jimbo’s Floors**

Suzie Smith!

You are this month’s   
Mystery Winner!

We have a   
**$10.00 Starbucks   
gift card**   
reserved just for you!

Come by our store to   
claim your prize!

Inside This Issue…

* Are you this month’s Mystery Winner?
* Month at a Glance
* How to Wake Up and Not Feel Like Going Right Back to Bed
* Mega Trivia Contest
* Did You Know
* Brutal Truths About Leadership
* Thank you for the Kind Words
* Client of the Month
* Get Your Brain Fired Up for the New Year!

Dear Friends,

Your personal message goes here.

The personal message is important because it allows you to connect in a very personal way with your clients. This personal connection is sorely lacking in most businesses. Topic ideas:

Your hobbies

Something interesting happening this month. Wish them “Merry Christmas” or “Happy Thanksgiving.”

A thought from your heart

Appreciation for your clients and their referrals. Remind them that you will bend over backwards to provide their referrals with World Class Service.

Mention that month’s “special offer” insert

Your Friend,

Your Signature

Your Name

Month at a Glance!

Scan to see our website

*“You’ll love your new floors, or I’ll replace them free!”*

~Jim Armstrong   
[www.JimbosFloors.com](http://www.JimbosFloors.com)

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You are protected by Jimbo’s Floors “Zero Regrets Guarantee!” You’ll love your new floors or I’ll replace them FREE!

If at any time during the first 30 days after installation you decide you don’t like your new flooring for whatever reason, just let me know. I’ll replace the materials free of charge. (With an outrageously good guarantee like this, I can’t include the cost of installation, so you’ll have to cover that.)

It’s just part of Jimbo’s 100% Iron-Clad Triple Guarantee!

According to a World Health Organization Report, what is the deadliest animal in the world?

A) Shark B) Mosquito

C) Scorpion D) Snake

To enter, go to [www.JimbosFloors.com](http://www.JimbosFloors.com) and click on “Mega Trivia Contest.” Take your best guess…your chances of winning are better than you think!



How to Wake Up and Not Feel Like Going Right Back to Bed

Post holiday blues, shorter days and winter weather can leave us feeling blah. It’s hard to get out of our warm, cozy beds and not want to crawl right back in. Fitness experts recently shared their morning routines with Nylon magazine. They say the secret to better mornings is to establish better routines.

Your routine should be easy and repeatable, and optimized to your specific needs. Don’t have time for 20 minutes of meditation? Maybe five will do. Here are the tips from the experts:

**Stay offline.**

The more time you stay off your phone and not be distracted, the better. Start your day with a “digital detox” to cultivate more peace and serenity into your daily life.

**Get some sun.**

Get outdoors every day for fresh air, a sense of vitality and Vitamin D. Daylight helps reset your internal clock, leading to better sleep. Studies bear this out. We need Vitamin D to stay happy and energized. Sunlight does the trick.

**Add a yoga flow.**

Search online and you’ll find a number of quick and simple yoga flows to use to start your day. A regular yoga practice of only 10 minutes a day can increase strength, balance, flexibility and calm the mind and reduce stress, according to the American College of Sports Medicine.

**Meditate.**

Morning may be the best time to meditate because that’s when we’re most spiritually aware. Meditation is also proven to enhance creativity. It can be used to set intention and purpose for the day.

**Get in a quick workout.**

A morning workout gets the blood pumping. If you’re an early riser and can sneak in a quick run or strength workout, it’s a great way to kick off the day. Even better if you do a low-key workout before you eat breakfast; you’ll reap the benefits of fasted state training and gain extra strength and aerobic capacity in the process. Bonus: You can burn almost 20 percent more fat if you exercise before breakfast, according to one study. Plus, let’s be honest, breakfast will taste a whole lot better when you’ve really worked for it.

### Who Else Wants to Win

### Dinner for Two

### at the City Café!

### Take our Trivia Challenge and *you could win too!*

This month’s Mega Trivia question:

**Answer to last month’s question: B) Silver**

Congratulations to last month’s winner: **Client Name**

Brutal Truths About Leadership

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If you find yourself in the precarious position of wondering "where do I stand as a leader," Inc magazine says that at some point you must face some brutal truths about what it takes to motivate and inspire on a human, emotional, and psychological level.

## **Good leaders will first pump the fear out of the room.**

## In traditional top-down power structures, bosses will cast a vision and then use positional power and control to move people to carry out the vision. Fear is par for the course as the primary motivator. In today's social economy, servant leaders will cast a company vision and enroll their followers to express their voice as co-creators and co-contributors to the vision. They pump the fear out of the room and liberate their people to freely collaborate, innovate, and engage.

## **Good leadership doesn't happen without trust.**

## Every leader needs to ask a very important, look-in-the-mirror, question: "Does my behavior increase trust?" If you are considering elevating your leadership skills, trust is a pillar your leadership should stand on. In his book The Speed of Trust, Stephen M.R. Covey highlights several trusting leadership behaviors great companies are known for, including:

## Create transparency

* Confront reality
* Practice accountability
* Talk straight
* Right wrongs

## **Good leaders are willing to listen to feedback.**

## Many leaders don't want to listen to ideas, opinions, and constructive feedback from others about their own leadership. For such leaders, cutting themselves off means that they operate in an ego-system, not an ecosystem. A leader who listens well, on the other hand, is open and accountable; they filter out criticism or drama and find the facts in order to respond appropriately to serve the needs of others. They probe and ask questions until they get clarification; they listen to understand—with a focus on the future, not on a rehash of the past.

“My new laminate floors in my kitchen and dining room are beautiful. I was treated with respect and courtesy as a single woman raising a daughter. I genuinely felt that Jim Armstrong and his staff display concern for my flooring needs and were a guiding light for me. I recommend his service to anyone looking for a supportive, positive experience.”

~Marsha Avalos, School Teacher, Yuba City

“We Recently went to Jimbo’s Floors for new tile for our bathroom, and we’re thrilled with the results! This is our third time using Jimbo’s. Jim will never make you feel uncomfortable for asking questions and he’ll do anything in his power to accommodate your needs. When you do business with Jim and the staff at Jimbo’s Floors, you will be treated like royalty. Our experience was painless and very professional. Jim is not only our flooring expert, he’s a friend. That’s how he makes you feel.”

~Marvin and Sandy Moeller, owners of Sierra Landscaping, Yuba City

Congratulations to our client of the month,

**Susan Johnson!**

Susan is a 3rd time returning client, and she recently purchased new laminate for her kitchen and dining room. She always has a big smile on her face and is a lot of fun to work with. *Thanks, Susan!*

As always, our clients of the month receive **2 movie passes for Movies-8!**

*Watch for your name here in a coming month!*

Thank You for the Kind Words!



ANSWERS: Hunch, Xerox, Caustic, Neon, Kayak, Ginseng, Bathtub, Wallow, Tourist, Amnesia, Lethal, Oregano, Erudite, Yesterday, Maximum, Superfluous, Fief, Dread, Reservoir

Get a Night Out at the Movies for 2 with my

**Referral Rewards Program**

As you probably know, advertising is very expensive. Instead of paying the newspaper or another place to advertise, we’d rather reward you. So, we’ve assembled the Referral Rewards Program.

Every time you refer someone who becomes a client, we will send you a gift certificate for two passes to the **Movies-8 Cinema.**

And Hey! What’s a movie without popcorn? The gift certificate will also cover a big box of hot, buttered popcorn and sodas!

**Welcome to our new and returning clients!**

Click on the text box and Insert names

**A gigantic THANK YOU to all who referred us last month…**

Insert names

Get Your Brain Fired Up for the New Year!

Table

Description automatically generated

**Be sure to stop by to pick out and schedule   
your new floor installation, and   
from our families to yours have a great month!**

**Your Company Name**

123 Address, Someplace, ZZ 555555

555.555.5555 Phone ⚫ 555.555.5555 Fax

email@yourcompanyname.com

**YourCompanyWebsite.com**