



October 2006 NEWSLETTER

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BRIGHT IDEAS:

Main Mama Question: Comes from Oklahoma. **Michelle Brunsmann** received \$400 worth of bad checks in one weekend. Is it a good idea to stop taking them altogether? Here are some answers from around the country:

Nancy & Val in Boise, only take checks from established customers.

Tami and Dion in Spokane have stopped taking them completely.

Brenda & Shawn in Spokane have stopped taking checks.

Lynne Good in Portland never has taken checks.

Ann & Greg in Wooster take checks but have very few problems with them.

Cole and Melinda in Albuquerque, take checks, they have some problems (Average of \$200 a year) but hasn't found it is worth it to stop taking them or to pay for a check service. We always take the phone numbers and we do call them if the check isn't good. We have noticed a trend. Just a few years back, checks were 1/3 of our sales. Now we may take 1 to 4 per day. We do not take any checks with numbers of less than one thousand or any out of state checks. Older women (i.e. grandmas) who write checks are seldom the problem.

Clarke McCarthy in South Orange never takes checks.

Lisa in Spokane Valley takes check with very few problems.

Michelle in St Roberts takes checks and averages one bad check a month but pays for a service to collect on them. Some services

charge 1/2 of the check amount, and some charge a monthly fee.



GRAPEVINE:

Lisa and Doug Stevens are doing so well in the Valley Spokane store that they were able to sell their day care business. They are also expanding their store another 800 square feet into the space previously occupied by an adjacent account's office. The landlords will be paying for new carpet and all remodeling.

SHOP NEWS:



Lisa and Doug have topped over 40K per month now. Michelle hit 35K this month. Great going everyone.



TIME TICKLERS:

Orange tags until end of November then Blue through mid-December. We need records from a few of you.



OPPORTUNITIES:

The T-shirt company in St Roberts makes the cutest "puffy" paint t-shirts for Christmas and Halloween. The ones that Michelle designed last year have a Santa hat on the mom and baby in the Other Mothers. They are \$12 each and are great quality. Call Mish for orders. (573) 528-8086.

GOBBLE, GOBBLE

Thank you to Zoe, our new caller. Next month Main Mama question will be whether or not to put a minimum amount on debt and credit card purchases. Tell Zoe your Main Mama questions or Bright Ideas. (206) 523-6990