

Green Is the Color of Money By Janet Gregory

For a sales professional green is one of our favorite colors! Wear your colors proudly. A successful sales person can *be green* while *bringing in the green* for the company. Commit to making three green changes before the start of 2008. Here are 5 easy suggestions.

- Solid waste reduction
 - Don't throw out old ink cartridges get them refilled. It will save the green in your wallet by costing one third of the new price and keeps hazardous materials out of the landfills. My favorite pick: Cartridge World, there are 600+ stores in the US (www.cartridgeworldusa.com). Or drop off a cartridge with Dominique Woon at my favorite Cartridge World at 39288 Paseo Padre Pkwy in Fremont, CA.
- Recycling
 - Recycle office paper, junk mail and envelopes. They don't need to go in the trash. Reuse printer paper for notes, print drafts on the reverse side or take them home for your kids to draw on.
- Pollution Prevention
 - Reduce vehicle emissions, travel less, combine trips and use conference calls. Never, I mean *never*, make a one-call business trip, even if it is only across town.
 - Work at home one day a week and you will cut your commuting carbon footprint by 20%!
- Water conservation
 - Report leaky faucets & toilets to facility maintenance.
- Energy Conservation
 - Turn off your office lights, computer & printer at the end of every day. Even low power modes consume electricity.

November 2007