

# Texas Library Association Power-Hour and Webinar Responses

Hi Richard --

I am a brand new vendor for the Texas Library Association this year -- and a brand new business as well. I understand you will provide a free one-hour consultation during TLA for folks like me. I would love to participate in that.

A solid hour of hard-core advice is just what I need to let me know what I'm doing right and where I can improve.

So, when do we get to meet?

***Willie Braudaway***

**librarywillie research & consulting LLC**

Richard,

I appreciated the webinar on Tips and Tricks and would like to request a copy of the statistics and examples you talked about in the webinar.

As a longtime newspaper journalist/editor, turned into book publishing marketing manager, I consumed everything you delivered. Last year's TLA show was my first, and recognized some of the things our sales manager (who goes with me) and I do right, and some of the things we do not right.

I just smiled and said, "ROI..."

Thanks again.

Sheila Boggess  
Texas State Technical College Publishing

Richard,

Thank you so much for the great presentation today for TXLA 2010 Tips and Tricks. We really enjoyed it and learned some great things. Yes, our main issue is follow up. and have basically done best with personal so, we drive from place to place and set meetings in person. Works well but is very costly and time consuming. We were surprised by your tip for lead follow up and will definitely use it.

Christina Slough  
Texas Book Consignments