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## SMALL BUSINESS

# Growth Tools

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### | LESSONS LEARNED | ENTREPRENEUR |

What can you absolutely not live without in your business?



**Dan McMorrow**  
Bayside Home  
Mortgage

My network of contacts! ... I look to connect clients with other professionals whose services they need. If my mortgage client needs insurance, legal advice or financial planning, it's my privilege to introduce them to professionals I trust. Everyone benefits from this.



**Heidi Solomon**  
POSH  
Consulting

A challenge in organizing a space is locating items in their new homes. The Brother P-Touch Home & Hobby Label Maker helps clarify and maintain organization by providing neat labels. It is light, portable and takes up little space. I have found this tool irreplaceable in my line of work.



**John Reed**  
Data Control  
Specialists

My business is organizing, creating and managing databases. For me, the essentials are of course computers and cell phones, and specifically to my industry Dreamweaver and FileMaker Pro software.