



February 23, 2017

## Here's What Every Business Owner Knows – "It's Tough Out there."

No matter how successful a company or professional service corporation is today, most business owners are looking for proven ways to take their company up to the next level.

Here's something to think about.

- 1) Keep only the systems you have that have been proven to produce a steady stream of reliable revenue – and trash everything else. Don't be tempted to keep a system in place, just because "that's the way you've always done it." If you're not sure, then you need to "test, test, test" and if it's not paying off, then drop it and replace it with something that does work.
- 2) Everyone in a business is involved in "selling" what you do every day. For most of you, it's not happening right now because...most everyone hates the idea of "selling." You need to change that – and it's not that hard.
- 3) If you don't have Proven Business Systems in every aspect of your business, you're doomed to start most every month from scratch, wondering where the next client(s) are going to be coming from.

Read more on our website: <http://www.mowma.org/its-tough-out-there/>

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## World Water Day – March 22, 2017

UNITED NATIONS

World Water Day is held annually on 22 March as a means of focusing attention on the importance of freshwater and advocating for the sustainable management of freshwater resources.

An international day to celebrate freshwater was recommended at the 1992 United Nations Conference on Environment and Development (UNCED). The United Nations General Assembly responded by designating 22 March 1993 as the first World Water Day.

Did you know that over 80% of the world's wastewater flows back to nature untreated?

On 22 March [#WorldWaterDay](#) the United Nations is set to launch the UN World Water Development Report 2017: 'Wastewater - The Untapped Resource'!

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## Disposal Credit

CARO ANALYTICAL SERVICES

For the entire month of March, CARO Analytical Services will be issuing a \$2 Sample Handling and Disposal CREDIT for every sample submitted to the laboratory.

More information is available on our website.

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## Upcoming Industry Events

### Ontario Onsite Wastewater Association

2017 Convention & Expo

Saturday, March 25th-Monday, March 27th

Scotiabank Convention Centre

Niagara Falls, ON