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STORIES THAT STICK

How Storytelling Can Captivate

Customers, Influence Audiences And

Transform Your Business

Whether at the dinner table, around the

fireplace or while watching our favorite

Netflix series, we all love a good story. In

her book, Stories That Stick, Kindra Hall

breaks down four types of storytelling

and how businesses can use them to

communicate better and drive more

written primarily for business owners

and entrepreneurs, it's easily applicable

to HR and marketing leaders who want

engagement. Although the book is

to get started on a path to more

effective messaging.

Stories

Stick

KINDRA HALL

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"People want a purpose.

If you don't give them

stories first. otherwise.

for you, and you might

not like their version."

– Kindra Hall

someone might tell them

one, they'll make up

their own. Tell your

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Hasbro Selfie Series Customizable

Make someone's childhood dream of being an

action hero come true with the Hasbro Selfie

Series that allows you to create a 6-inch super

(or Jane), "Power Rangers," "Ghostbusters,"

or family member can become a character in

Mebak 3 Massage Gun: A Quiet And

You know those pesky knots and sore spots we

get after working out (or, you know, trying the

sorting them out, especially on the shoulders and

legs. It's like a mini-spa in your hand. The best

feeling like you're in a construction zone while

tossing in a bag when heading out for a round of

golf or traveling. It's a fantastic little addition for

anyone looking to expand their self-care toolkit.

part? It's practically whisper-quiet! No more

trying to relax. It's also handy and great for

latest viral TikTok dance or sleeping in the

wrong position)? This gadget is a champ at

mini-me for only \$60. Put a new face on G.I. Joe

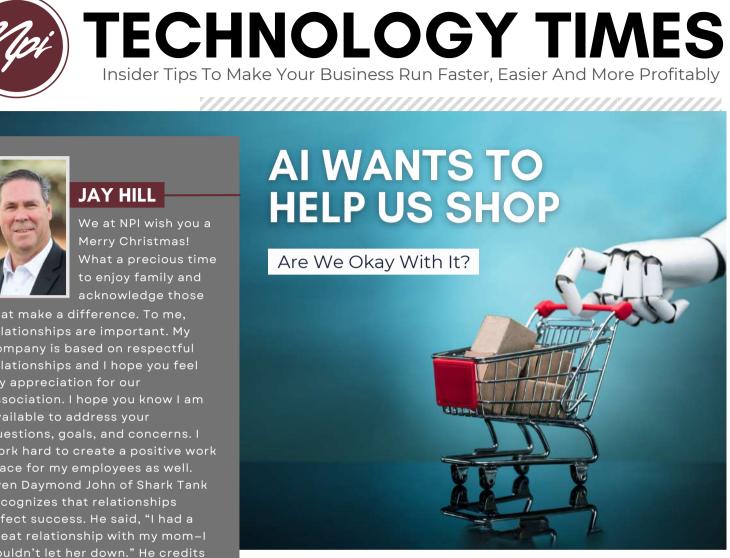
Marvel or "Star Wars" characters, and your friend

Action Figures

their favorite story!

Effective Massage

networkprovidersinc.com





that make a difference. To me, relationships are important. My company is based on respectful relationships and I hope you feel my appreciation for our association. I hope you know I am available to address your questions, goals, and concerns. I work hard to create a positive work place for my employees as well. Even Daymond John of Shark Tank recognizes that relationships affect success. He said, "I had a great relationship with my mom-I couldn't let her down." He credits this to the start of his success and to many other great relationships in his life. May you be filled with love, gratitude, and peace as you spend time with loved ones.

This monthly publication is provided courtesy of Jay Hill, President of

OUR MISSION:

To build a community of successminded entrepreneurs that inspires excellence, encourages collaboration and expands the capacity of all members to achieve great things.

shopping venture.

HOLIDAY GIFT GUIDE

Finding the perfect last-minute gift without compromising quality can be challenging. Here are five of our favorite tech-inspired gifts that are bound to leave an impression!

Aura Digital Photo Frame

Revamp an office or home with memories using this sleek digital frame. Users share photos from their phones directly to the frame over WiFi, no matter where they are. It's super simple to set up (gift givers can even set it up remotely so it's ready to go when it's opened), and the app includes free, unlimited photo storage. It's like a personal digital art gallery!

eQuinox 2 Telescope For Urban Astronomers

This telescope is perfect for hobby astronomers, bringing users closer than ever to the night sky, even in brightly lit cityscapes. It may not be cheap, but the ability to make deep-sky observations with no astronomy experience is priceless. Users can also collaborate on research with professional scientists via a Unistellar Citizen Astronomer program. It's a stellar gift if you ask us!

Electric Skates By AtmosGear

Whether commuting or just out for a leisurely ride, users effortlessly roll up to 15 mph (20 mph with the Pro Pack) on these sleek electrified in-line skates. Riders control the speed with pocket-sized remote: speed up, slow down, brake - it's all at your fingertips. The coolest part? They recharge while you're skating. It's like the future on wheels!

SKIP THE DETOX:

How To Be Well In The Digital Age

technology use so it's both

Whenever we feel irritable, sad or anxious after scrolling on social media, we often prescribe ourselves a weeklong digital detox. However, new research suggests detoxing isn't as effective as we thought.

In 2020, collaborative research from Oxford University found "no evidence to suggest abstaining from social media has a positive effect increase awareness through journaling and make on an individual's well-being." Dr. Hannah Rose from Ness Labs says that to be well in the digital age, we need to be mindful of our



healthy and realistic. She suggests webecome active participants in social media (not passive scrollers), make small changes to reduce screen time, choose healthy sources of information, deeper connections with people on social media.

When we're well, our work is well, and our businesses are well, too.



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You've probably noticed the little elf helping you around retail stores this year. No, it's not the teenager at the mall in red-and-white stockings and a felt green hat. It's AI.

Log in to Amazon, and you'll see suggested products like winter decorations, novels or toy recommendations for kids. Add that remote-controlled car into your cart for your nephew, and you'll get

recommendations for batteries and gift wrapping, too. This is no accident generative AI uses your past purchases and recent searches to curate this personalized display. At the end of your shopping affair, you can share your experience, which is data fodder for AI to learn and improve your next

One in six shoppers use generative AI to inspire shopping decisions, according to a 2023 Salesforce survey. However, data by SAP Emarsys report that barely more than half of consumers feel it positively impacts their online shopping experience. What is

generative AI, and what does it mean for our holiday shopping – and our privacy?

What Is Generative AI?

Generative AI takes data (provided by humans) to create something new, like music, text, images or even personal shopping recommendations. Beyond simply following commands, generative AI can study existing data on the Internet to "think up" entirely new content.

How AI Is Used To Shop

Imagine hiring a personal shopper who also happens to have your entire Internet shopping history – searches, views, shopping carts, purchases and online interactions (including third-party data) – PLUS every product review and insight available online, handy in second. Thanks to this nearly ndless supply of data, generative AI seeks to "help" consumers shop in multiple ways, including:

continued on page 2...

Technology Times

...continued from cover

Creating A (Creepily) Personalized Shopping **Experience:** Generative AI can curate personalized shopping lists or recommend products based on an individual's preferences by analyzing past behaviors and predicting future interests.

Providing Chatbots And Customer Support: Generative AI-driven chatbots can assist customers with queries, recommend products or help troubleshoot problems, often in a more sophisticated and human-like manner than traditional chatbots.

Improving Fraud Detection: AI can recognize and learn scammer behaviors using its predictive and deep learning capabilities. This helps payment platforms pinpoint problem purchases without impacting legitimate ones.

Cons And Privacy Concerns

AI is only as good as its data. It's not perfect, and there are some ethical and privacy concerns to be aware of, like:

Data Collection: For generative AI to offer a personalized experience, it requires data - lots of it. This could include shopping habits, product views, search questions, etc. The question is: How much data on consumers is too much, and where is it stored?

Potential For Misuse: With the ability to

generate realistic content, there is potential for misrepresentation or misuse, such as creating fake product reviews.

Implications For Business Owners: Opportunities And Responsibilities

There are several benefits for business owners who opt for AI to improve their customer's experience. Personalized recommendations lead to longer site visits and potentially higher conversion rates. Automation via AI can streamline operations, particularly in customer support and product visualization.

However, you also have a responsibility to your customer's privacy. Businesses must ensure they're transparent about the data they collect and how they use it. This includes providing clear opt-in and opt-out options for consumers. Additionally, with the increased collection of consumer data, businesses have a heightened responsibility to protect that data from breaches and unauthorized access.

Be A Smart Al Shopper

It's crucial that you understand the terms of service and privacy policies of online platforms. Know what data you're sharing and with whom. Periodically check and manage the data permissions you've granted to different ecommerce platforms, and always secure your accounts with multifactor authentication.

Enjoy the benefits of AI recommendations, but diversify your sources of information and your

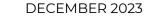
FREE EXECUTIVE SEMINAR:

7 Critical IT Security Protections EVERY Business Must Have In Place NOW To Avoid Cyber Attacks, Data Breach Lawsuits, Bank Fraud and Compliance Penalties

During This Seminar You'll Discover:

- The scary risks of mobile and cloud computing and 7 critical policies, procedures and protections EVERY business must have in place NOW to protect themselves.
- The #1 security threat to your business that anti-virus, firewalls and other security protocols are defenseless to.
- A SHOCKING truth about bank fraud most businesses don't know about that could (literally) wipe out your bank account.
- Why firewalls and anti-virus software give you a false sense of security and what it REALLY takes to protect your organization against new threats and today's sophisticated cybercrime rings.

For The Full Details And To Register, Go Online To: NetworkProvidersInc.com/CyberSeminar



shopping platforms. For example, you'll want to

verify AI-powered recommendations on other

Even though a growing number of people are

generative AI, most people still expect excellent

customer service from a human, according to

Salesforce. As online platforms harness data to

expectations and preferences, shoppers ensure

businesses prioritize genuine human interaction

innovations. After all, even in a world dominated

by algorithms, genuine customer service remains

CARTOON OF

THE MONTH

"ALEXA PICKED IT OUT.

product review websites like Wirecutter or

Al Chatbot Or No, Demand

Excellent Customer Service

happy to interact with and benefit from

tailor experiences and predict behaviors,

consumers should remember they have the

power to drive the standards. By voicing

and responsiveness alongside their digital

at the heart of a truly exceptional shopping

Consumer Reports.

experience!

Technology Times

JESSE ITZLER'S APPROACH TO FIGHT OFF COMPLACENCY AND **MAKE 2024 THE BEST YEAR YET**

Jesse Itzler is a serial entrepreneur with 30 years of experience. He's built and sold five companies, including Marquis Jet. Zico Coconut Water and 29029 Everesting. He's a NYT bestselling author, ultra-marathon runner, father of four, husband, son, brother and friend.

After a handful of pull-ups, Jesse Itzler dropped down from the bar and, panting, said, "Okay, I'm done." In a spark of insanity or genius (you decide), Itzler had invited a Navy SEAL to live with him for 30 days. Step one was a fitness assessment - or so Itzler thought. After a few pull-ups, he was maxed out. He asked SEAL, "What's next?"

"What's next?" SEAL barked. "What's next is we're not leaving until vou do 100 more." Itzler threw his hands up, saying, "That's impossible!" "I already know what your biggest problem is," SEAL said. "The limitations you put on yourself are self-imposed."

Two hours later, Itzler did what he thought was impossible – 100 pull-ups. He asked himself, "If I'm underindexing by 100 pull-ups, what other areas in my life am I underindexing?"

It wasn't a physical endurance test SEAL was running. It was a mental fitness test. After his 30day experience with SEAL, Itzler wrote a NYT bestselling book about his personal and professional transformation. Today, he travels nationwide helping others get the most out of their lives and careers.

Itzler asks us: What areas of our lives are we underperforming in because we BELIEVE we can't get any better? Our business? Relationships? Health? When was the last time you did something you loved, regardless of how busy you were at work or home? If you're not getting the most out of your life right now, you're not alone. Itzler shares four ways we can kick complacency out of our lives for good.

4 Ways To Get The Most Out Of Our Work And Lives

When Your Mind Tells You To Stop, Keep Going

This philosophy has many names: grit

are biologically wired to stop when we than we think.

Keep The Momentum When you hit an important goal like closing a high-paying client, dropping 30 pounds or hitting a salary milestone, Itzler says that's precisely when you press on the gas pedal. Don't stop. Make a new goal: one more client, one more pound. When you create small wins, your momentum never stops.

Pressure Is A Privilege As business leaders, we play for pressure. Pressure makes great things happen. If you don't have enough pressure on your shoulders, Itzler says, you need to put some on by doing what people expect PLUS the things they don't. Go the extra

Self-Doubt Is The #1 Enemy Of Success We put limits on ourselves because we doubt our abilities. The time is never "right," or we don't have enough experience. Itzler's approach is Ready. Fire. Aim. It'll never be the right time to start the business, ask the girl, run the race, etc. But do it anyway because, as Itzler reminds us:





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persistence, perserverance or resilience. Itzler calls it the 40% rule. When your brain says, "I'm done," it means you're only at 40%. Our brains experience discomfort, but we're more capable

We didn't come this far to only come this far.

SHINY NEW GADGET OF THE MONTH

Infinity Orb Levitating Speaker



This is not your mom's Bluetooth speaker. The Infinity Orb Levitating Speaker is a musical spectacle for lovers of design, sound and sci-fi. The speaker actually levitates and rotates above its base, creating a futuristic ambience in any space. It provides 360 degrees of clear audio you can control from your phone.

Beyond its acoustic capabilities, the Infinity Orb's gravity-defying feature is a real conversation starter! Whether for personal indulgence or a gift for a friend with a taste for the unconventional, the Infinity Orb is where technology and artistry meet the future. The Gadget Nerds gave it 8.5/10, and it earns 4.3 stars on Amazon.

CLIENT SPOTLIGHT:

Texas Aerospace

NPI identified that Texas Aerospace's networking setup was hindered by outdated WIFI technology. To enhance efficiency, NPI deployed DATTO access points, which not only upgraded the network's speed and reach but also allowed for a seamless integration of dual networks-public and privateensuring robust security and improved performance.

If you are looking for a company to take the headache out of your IT needs and save you a bundle too, look no more! Call NPI at 385.463.3366.