Keeping in touch with your "unknowns" year-round is easier than it sounds. Your goal is to send out usable giveaways, not "throwaways," that include your contact info once a month to residents in the area you have chosen to target.

## WHAT TO SEND?

Personalized Letters
Birthday Cards
Invitations
Magnetized Calendars
Recipe Cards
Holiday Cards
Pens
Notepads
Market News
Service Directories