

GRATITUDE

August 6, 2004

Hello Friends,

The summer isn't over yet! Extend your summer swimming by weeks when you install an energy efficient heater. **SAVE 10% NOW.** Heaters are in stock and ready for immediate installation. Enclosed are winter contracts for scheduling your closing.

If this is the first time you have received one of my newsletters, thanks for calling The Pool Doctor this past summer. All of us at The Pool Doctor Company appreciate the opportunity to help you make your summers more enjoyable and relaxing.

Since 9/11, I have changed my "strictly business" newsletter to one that shares some personal thoughts with my customers and have received many comments from you encouraging me to continue in this direction. Thank you for taking the time to share your personal thoughts and stories on my last newsletter, "The Passion". You see I am a different type of entrepreneur. Customer relationships and customer service are a priority to me. I find pleasure in helping those around me and try my best to keep my customers happy.

With the world beating on a whole new tempo, and hearing about terrorism often, gratefulness needs to be recognized daily. So, what is it we should be grateful for? I asked a good friend who was near death 12 years ago, what he had to say. He said, when he was younger, he was seldom grateful for what he had because things were provided and he never knew what it was like to want. As he matured, he realized that he had to work for the things he needed and wanted, and the important things in life, like good health, were not guaranteed. Then, after suffering and being close to death with this debilitating illness, his only wish was to take a warm shower. It is amazing that something as simple as a warm shower, that most of us take for granted, is the only thing he wanted. Today, thanks to God and some special doctors, he is able to take his warm shower and is grateful for that gift. Our health is a gift that should not be taken for granted.

In this country, with all the things we have around us, how can we be so stressed and yet still want more? The material things will never bring us peace. Maybe we need to find comfort in God. Most of us middle aged folks realize we can only control ourselves and know we have little, if any,

control over anything else in life. Some of us are still working on self-control.

After one of my customer's memorial service, I walked away a little changed. I decided to take better care of my health because no one else will. I decided that family and friends are priceless. I decided to have more compassion for others who may be struggling. I decided not to let my work be my life. I decided that every person in life has good reasons for what they do and say, and I will not judge them.

So in my life, I thank God. He has given me gifts that I use and blessings that I don't deserve. Many of you understand, I am sure.

Remember: Yesterday was the best day to change something or make a decision. The next best day is today. Keep gratitude high on your list. A simple, "Thank you" can bring a smile to someone's face and can begin to make changes for the better.

I'm off to meet some friends at my pool. Take care and God Bless.

Sincerely,

Larry

**Pool Spa Doctor
126 State Route 37 - New Fairfield, CT 06812
203.746.7665 Service 203.746.7000 Office 203.746.6019 Fax
WWW.POOLSPADOCTOR.COM
E-MAIL: LARRY@POOLSPADOCTOR.COM**