



# TECHNOLOGY TIMES

*"Insider Tips To Make Your Business Run Faster, Easier and More Profitably"*

## Last Night I Startled Out Of Bed In A Cold Sweat, Heart Racing, With Fear Racing Through My Mind... And YOU Were The Reason For My Panic!

Was I having a nightmare? Was I just watching too many reruns of The Twilight Zone? Maybe taking the Halloween spirit too far? No – it simply occurred to me that you might not have a solid backup and disaster recovery plan in place!

And if your server data was erased, corrupted or destroyed because of a hardware malfunction, system crash, fire, flood or some other random, unforeseen disaster, you might not be able to be back up and running again FAST!

The Thought Of That Happening Scared Me Half To Death!

And quite honestly, it should scare you too! Just imagine what would happen if your server went down and you...

- ... Lost all accounting documentation and history...
- ... Lost all the work files you've spent YEARS developing...
- ... Lost the work files and documentation you desperately need to service your customers...
- ... Lost all the e-mails you've saved and couldn't access your inbox...

Can you even put a price tag on it? Probably not, yet so many business owners aren't 100% certain that they could be back up and running after a disaster or are purely hoping that their current backup system is working and storing a usable copy of their data.

**Want to know for sure if your data is safe? Our FREE Data Security Analysis will reveal the truth...** Since Halloween is this month, I'm treating all of my friends, clients and prospective clients to this \$300 service at no charge. That's right... FREE! Give us a call at **973-560-9050** to secure your Data Security analysis.



"As a business owner, you don't have time to waste on technical and operational issues. That's where we shine! Call us and put an end to your IT problems finally and forever!"  
- Shawn Butt  
Zaphyr Technologies

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In the year 2030.

## Don't Make These 3 Mistakes With Your Next Office Move

Moving is always a pain in the rump, but it doesn't have to be a horrific, expensive experience. The No. 1 lament from someone who's experienced a "bad" move is "I didn't know I needed to..." followed closely by "I completely forgot that..." In other words, *it's what you don't do that makes the move a disaster*. To make your move easy and effortless, here are the 3 most common mistakes you want to avoid:

### Mistake #1 — Trying To Save Money By Using Your Employees To Move Your Computer Network

Don't ask your staff to disconnect, move and reconnect computers, phones and other devices just to save a few bucks. You'll frustrate them and end up with phones ringing at the wrong extension, lost cables and PCs that get dropped. You don't want to let your movers do this job either; they may be great at moving furniture, but a network is a lot more sophisticated and sensitive. *Be smart and hire an IT pro to pack and move your network.*

### Mistake #2 — Not Hiring The RIGHT IT Firm To Move Your Network

While we're on the topic, make sure you know what to look for when outsourcing the move. A few things to look for would include references from other clients, proof of insurance (get them to fax you a copy), a service-level guarantee limiting the amount of time you are down and a professional, organized approach to quoting the move. A real pro will insist on visiting your current location as well as your new location to conduct a detailed site survey. NEVER hire anyone who wants to quote moving your network over the phone.

### Mistake #3 — Not Giving Your Phone, Internet And Cable Vendors Enough Advance Notice

80% of unexpected communications blackouts and cost overruns on network moves are caused by failure to properly plan voice, data and electrical installation *in advance*. Just because the prior tenant had computers and telephones is no guarantee that the cabling is suitable for *your* phones and *your* computer network. Allow at least 6 weeks for Internet and telephone connections to be installed. Advance planning will help you avoid emergency rush fees or Band-Aid fixes to make things work.

**Call us before your next office move and get an Office Move Checklist, Site Survey and Network Plan for only \$99!**

## Refer Our Services And We'll Donate \$100 To Your Favorite Charity!

We love having you as a customer and, quite honestly, wish we had more like you! So instead of just wishing, we've decided to hold a special "refer a friend" event during the month of October.

Simply refer any company with 10 or more computers to our office to receive a FREE Computer Network Assessment (a \$397 value). Once we've completed our initial appointment with your referral, we'll donate \$100 to your favorite charity for every referral that you've sent, as a small thank-you for thinking of us.

Simply call us at 973-560-9050 or e-mail us at [Newsletter@zaphyr.net](mailto:Newsletter@zaphyr.net) with your referral's name and contact information today!



Get More Free Tips, Tools and Services At Our Web Site: [www.Zaphyr.net](http://www.Zaphyr.net)

## Shiny New Gadget Of The Month:



### Neo Grab

It's amazing how quickly our technology evolves. When the GPS devices for cars first came out, could we imagine that our phones would quickly take over that job? More and more, we see people using their phones to navigate in the car, but holding on to the phone while driving can be dangerous. The result has been a series of phone-holding apparatuses that cling to the car in the same manner our GPS's did.

Finally there is one that is not only functional, but also beautiful, and it battles one of the biggest problems with car phone holders. The NEO GRAB allows you to mount and remove your phone one-handed, and it works for you in ways unimaginable, not only in the car, but also in the kitchen, office, bathroom, bedroom, garage, at work, etc. With its extreme suction cup, the NEO GRAB is easy to attach to any smooth, non-porous surface, like glass, drywall, plastic, wood and metal.

The NEO GRAB fits devices with LCD screens up to 6 inches and can be used for smartphones, mini-tablets and even your GPS device. Needless to say, this is the ideal accessory for any smartphone user.

It comes in 5 colors and can be purchased for \$34.99 from [www.SkyMall.com](http://www.SkyMall.com).

## THE BUSINESS INNOVATION TECHNIQUE OF BLENDING

Entrepreneurs are natural innovators, but even the most forward-thinking people sometimes need a little nudge to help open their minds to new possibilities for growth.

One of the best ways to think outside of the box is to start asking "what if" questions. Here's a "what if" question I've been kicking around lately: What if we took 2 disparate businesses and blended them to make something new? I'm not talking about merging or partnering with another company; I'm talking about blending business methodologies from 2 (or more) industries to create a new business, or dramatically improve an existing business.

A classic example of this is Commerce Bank. Founded by Vernon Hill in 1973, Commerce Bank blended 2 industries: fast-food restaurants and banking. The owner of a fast-food restaurant franchise, Vernon Hill's bright idea was to bring the convenience and perks of fast food to banking.

For example, fast-food restaurants are open every day, and they start early and close late; Hill implemented extended hours at Commerce Bank and kept the doors open 7 days a week. No other bank had done this before.


Hill blended other systems from his fast-food franchise when he launched his blended business. He installed a "Penny Arcade" coin-counting machine in his lobby, which had the same effect as video games in family restaurants. Kids could count money and win a prize, and the adults loved it too.

One of my favorite examples of Hill's blending genius is when you use the drive-thru window at Commerce Bank and get a treat for your dog, just like the toy in a kid's meal. Is it any wonder people call it "McBank"? By blending 2 industries, Hill created the fastest-growing bank ever.

Commerce Bank grew from one location to more than 400, and the franchise sold for \$8.5 billion in 2007. See what a little game of "what if" can spark?

What if you blended your business with hallmarks from another industry? Start thinking WAY outside of the box, looking at winning concepts from industries that may seem to have nothing to do with your business. (Of course, you do have something in common with businesses in ALL industries: customers.) You never know—you just might make billions.

Consider yourself nudged.



**MIKE MICHALOWICZ** (pronounced mi-KAL-o-wits) started his first business at the age of 24, moving his young family to the only safe place he could afford – a retirement building. With no experience, no contacts and no savings, he systematically bootstrapped a multimillion-dollar business. Then he did it again. And again. Now he is doing it for other entrepreneurs. Mike is the CEO of Proventus Group, a consulting firm that ignites explosive growth in companies that have plateaued; a former small-business columnist for *The Wall Street Journal*; MSNBC's business makeover expert; a keynote speaker on entrepreneurship; and the author of the cult classic book *The Toilet Paper Entrepreneur*. His newest book, *The Pumpkin Plan*, has already been called "the next *E-Myth!*" For more information, visit <http://www.mikemichalowicz.com/>

## Microsoft Windows Server End of Life

On July 14, 2015, Microsoft is **ending all support** for the Windows 2003 server. What does this mean? This means that there will be **no patches, or security updates**, putting your computer network and applications at risk.

If you still have a Windows 2003 server give us a call today and begin the process of upgrading It NOW! Call us at **973-560-9050**.

## 5 Tools To Better Manage Your In-box

In 2013, over 100 billion business e-mails were sent every day. According to the Radicati Group, that number is expected to exceed 132 billion e-mails per day by 2017.

That means approximately 100 e-mails hit your in-box per day. No wonder it's so hard to keep your in-box relatively clean. Here are some tools that can help:

**Mailbox** - Mailbox makes it easy to organize your in-box from your smartphone. You can quickly archive, delete or save messages for later. You can even add e-mails to your to-do list so you never forget about a message you don't have time to address when it first arrives.

**The Email Game** - The Email Game turns responding to and archiving e-mails into – you guessed it – a game. Skip an e-mail and you lose 25 points; respond to one and you gain 175 points. You can also challenge yourself to sort through your e-mail in a set time period.

**Unroll.me** - Sorting through all the e-mail you've subscribed to (or been subscribed to) can be tough. This service takes all your subscription-based e-mails and transforms them into a daily digest.

**SaneBox** - SaneBox moves unimportant e-mails out of sight so you can focus on your most important tasks. SaneBox uses an algorithm to filter through your e-mails and put nonessentials into a folder for you to look at later; that way you can focus on the important stuff.

**ActiveInbox** - If you use Gmail, ActiveInbox turns e-mail into a task management system. You can categorize tasks as "action," "waiting on" or "overdue." If you need something done on a certain day, you can schedule it on your calendar and receive a reminder.

## Who Else Wants To Win A \$25 Gift Card?

The Question from Last month's Trivia Quiz was : **The length of time between the March equinox and the September equinox is the same as the time from the September equinox to the next March equinox. True or false?**

The correct answer was False. **Now, here's this month's trivia question. The winner will receive a \$25 Amazon Gift Card**

**Complete this old farmers' saying: "Rain in October means \_\_\_\_\_ in December."**

**a) snow b) wind c) ice d) warmth e) mice**

The winner of the prize can choose to donate their winnings to a charity of their choice in their name.

**E-mail Us Right Now With Your Answer!**

[Newsletter@Zaphyr.net](mailto:Newsletter@Zaphyr.net)

The Lighter Side:

## Halloween Graveyard Story from Vienna



Chris Cross, a tourist in Vienna, is going past Vienna's Zentralfriedhof churchyard on October 31st. Suddenly he hears some music. No one is around, so he starts searching for the source. Chris finally locates the origin and finds it is coming from a grave with a headstone that reads: Ludwig van Beethoven, 1770-1827. Then he realizes that the music is the Ninth Symphony and it is being played backward! Puzzled, he leaves the graveyard and persuades Tim Burr, a friend, to return with him.

By the time they arrive back at the grave, the music has changed. This time it is the Seventh Symphony, but like the previous piece, it is being played backward. Curious, the men agree to consult a music scholar. When they return with the expert, the Fifth Symphony is playing, again backward. The expert notices that the symphonies are being played in the reverse order in which they were composed, the 9th, then the 7th, then the 5th. By the next day, the word has spread and a throng has gathered around the grave. They are all listening to the Second Symphony being played backward.

Just then the graveyard's caretaker ambles up to the group. Someone in the crowd asks him if he has an explanation for the music.

"Oh, it's nothing to worry about," says the caretaker. "He's just decomposing!"