



KONICA MINOLTA

NATIONAL PHOTOCOPY CORPORATION

ForBiz Solutions News

The Fine Art of Listening

We tend to think that because we hear we are listening. A common complaint of spouses on both sides is that he or she just does not listen to me. Bosses have often been accused of not listening. The fact is that listening is a creative activity that we often take for granted and by not listening we are missing some great opportunities.

We are who we are by the listening of our community whether that community is family, spouses,

neighbors, friends or fellow employees. Think about the implications of that concept — it is the listening of those around us that allow us to give expression to who we are. So what are the implications of not listening? We go unexpressed — right?

As I ventured into becoming a better listener I discovered some fascinating facts and what better place to discover them than the *International Listening Association*. Yes,

there is such an organization and you can find them by going on the internet and looking-up *Listening*.

Some interesting points to ponder:

- We learn our culture largely through listening.
- We learn to think by listening.
- We learn to love by listening.
- And we learn about ourselves by listening.

Some other statistics you may find interesting:

Reducing Your Printer Costs

While it is still popular to have desktop printers on many desks around the office one of the best and easiest ways to

reduce your printing costs is to route the bulk of your printing to a larger device such as a multifunction product or copier,

simple change can reduce your costs by 200% to 400%.

If you feel you cannot do without the con-

Con't on page 2

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Special points of interest:

- *Improving your listening skills may be one of the most effective ways to improve your life.*
- *Listening is an active process.*
- *Looking to reduce costs — try centralizing your printing*
- *A powerhouse of an MFP from Konica Minolta*

The Fine Art of Listening con't.

know we learn through listening.

- We are distracted, preoccupied or forgetful about 75% of the time.
- We can recall about 50% of information immediately after hearing it.
- We spend about 45% of our time listening.
- We remember about 20% of what we hear.
- And this really puts the subject in perspective — the percentage of people who have received formal education in listening — less than 2%.

If you find yourself struggling with listening it may be because though we listen at 125 to 250 words per minute, we think at 1000 to 3000 words per minute.

How important is listening to business success? According to our friends at the ***International Listening Association*** there have been studies that indicate that listening is a top skill necessary for success in business. Well, it only make sense since a great deal of business activities

involve communication.

When discussing former jobs with employees we asked why they left? It seems to boil down to the fact that no one listened to them. Consequently they felt unappreciated and not a part of the company. One question that the Gallop Poll folks isolated as a reason employees stayed on the job and remained productive was an affirmative answer to the question, “Does some one at work care about me?”

Listening openly sometimes takes courage, but by rewarding open, honest expression and questions by listening with interest we can remove barriers to communication and reveal new ground for understanding.

I cannot personally think of a single relationship that could not benefit from a good dose of intensive listening. If you doubt it go home tonight and tell your spouse you are in the mood to just listen and see what comes up.

Want to discover more about listening — go to the ***International Listening Association*** website or type in

Being listened to spells the difference between feeling accepted and feeling isolated.

Reducing Your Printer Costs con't.

-vience of having multiple desktop printers then you might talk with us about changing your cartridge supplier. Many of our customers now enjoy a convenient and cost savings

from National Photocopy Corporation whereby we supply all of your toner cartridges including free delivery. And we can also provide service.

Simply supply us with your printer

make, model number and/or printer cartridge number and we will provide you a quote. All products are 100% guaranteed and we even supply you with an electronic form for easy ordering via Email.

The Konica Minolta C 35

The **bizhub C35** is the latest and greatest of Konica Minolta's line of superior performing MFP's.

Designed for small workgroups and businesses this laser printer includes copy, print scan and fax capabilities in color and black & white at 31 copies per minute.

Its sleek design and dark cabinet fits any office décor and the convenient InfoLine display shows printer status at a glance. The 4.3" color touch-panel provides easy operation.

Great paper capacity in a laser printer with 1350 sheets and up to 110# stock.

Flexible scanning to Email, FTP, SMB, USB, HDD and network TWAIN at speeds of up to 31 originals per minute.

The **bizhub C35** is in evaluation for ISO 15408 certification for the highest level of security.

Easily access your printer driver settings using MyTab from Konica Minolta. The award winning MyTab feature makes it simple to customize your multifunction color laser printer settings to suite your needs.

Built into this device is also the ability to fax at high speeds. The C35 offers Super G-3 faxing as well as PC faxing.

The all new bizhub C35 from Konica Minolta



Increase the functionality of your bizhub device with PageScope software. PageScope offers web-based monitoring and network control, integrated IP addressing and security, enterprise system integration and personal document management.

Add the DK-PO1 Copy Desk to lift the device to standard operating height and provide storage for supplies.

Add more paper supply with the PF-PO8 Paper Feeder Unit which holds 500 sheets.

Green Design means saving energy and the environment every

time you use your bizhub C35 color multifunction laser printer.

Green technologies like Simitri Polymerized Toner allow for less waste,

lower emissions and a more efficient use

Call National Photocopy Corporation at 541-747-0123 today for a free brochure or to talk with a representative



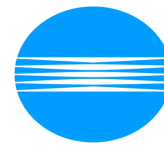
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“Your image is important to us.”



KONICA MINOLTA

A Little Bit About Us

Quote of the Month

National Photocopy Corporation is a locally owned and operated provider of high quality copier, printer, scanner, multifunctional devices and networking office products since 1972. We have been an authorized Konica Minolta dealer since 1977 and now have been chosen by Canon to carry the Canon copier, printer, and MFD line as well.

Our service department has seven full-time service technicians trained on our product lines as well as in networking applications. Our average technician has been with us for over seventeen years and some have been with us for almost thirty years.

As a locally owned company we have come to understand and adapt to the local business climate and our customer’s individual needs giving us a special perspective on customer service. When your entire staff works and lives in the community it serves you tend to feel a very special connection to

“To attain excellence, you must care more than others think is wise, risk more than others think is safe, dream more than others think is practical.”

— author unknown