



## Tips for successful recommendations

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- 1 Identify people who have unprofessional emails or use a web mail system
- 2 Recommend Google Workspace to entrepreneurs and independent professionals
- 3 Seek companies who handle business that need extra mobility and tools that aren't associated with a specific device
- 4 Develop your own website to demonstrate the benefits of Google Workspace
- 5 Emphasise that Google Workspace eliminates the inconvenience of server crashes, spam, lack of space and poor storage capacity
- 6 Mention the ease and usability of the Google Workspace tools
- 7 Explain how the characteristics and advantages of Google Workspace offset other costs
- 8 Talk about problems that can be solved by using a suite of integrated tools