



# DCS NETLINK OPEN HOUSE



**Friday, July 11, 2008**  
**11am-4pm**

**Lunch Provided**  
**Door Prizes & Presentations**



## Thank you Microsoft Customer Survey Participants:

Recently, DCS Netlink customers participated in a Microsoft CSAT survey. Here are the results. Thanks to all who participated!

**Microsoft** | Partner Program Customer Satisfaction Index

● Above Average    ▲ Average    ◆ Below Average

Key Performance Indicators	Your Results	Partners	Sample Size
<b>NSAT</b>			
NSAT	185 ● 167.99		20
<b>Customer Loyalty Segmentation</b>			
Champions	100 ● 86.61		20
<b>Loyalty</b>			
Satisfied	100 ● 95.31		20
Likely to Recommend	100 ● 91.31		20
Likely to Repurchase	100 ● 88.12		20
Competitive Advantage	75 ● 69.14		20
<b>Overall Performance</b>			
Overall Performance	75 ● 66.12		15
Ease of Doing Business	85 ● 73.67		17
Quality of Communication	90 ● 68.36		18
Quality of Sales	77.78 ● 64.32		14
Quality of Products	80 ● 70.39		16
Quality of Support	90 ● 72.64		18
Value Received	73.68 ● 63.11		14
Ability to Meet Your Needs	85 ● 71.1		17



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\*Some restrictions may apply.

## LMDC Seminar Testimonials

I am very thankful to have recently had the opportunity and privilege of taking the Leadership Training Classes. When I heard about them on the radio a part of me wanted to take them, but the rest of me knew it was way out of my comfort zone. Despite the misgivings and butterflies, I made the call. That was the easy part. I remember walking across the parking lot the morning of the first class thinking I should probably just turn and run. From somewhere deep within, the courage emerged to open the door and walk in. My fears soon vanished as I was warmly welcomed by Dane, and minutes later made to feel at home by Kerrie. From then on I was hooked!

As we were taught, leadership is influence. I knew either positive or negative, I was being an influence in my sphere of relationships, especially with my kids. I also knew I needed more ammo than I had to raise 3 teenage boys to be successful leaders and team players. And ammo I got! Dane taught us much and many positive, practical insights I will use for the rest of my life, and had fun at the same time!

Usually I'm not one for retaining a lot of information all at once, but the way the material was presented along with the excellent pictures, stories and illustrations, it was absorbed easily.

My daily dozen are a part of my life now and I plan on passing that down to my kids and future grandkids. There isn't a day that goes by that some remembered point doesn't pop into my head and I get back on track.

I learned to ask myself, "What is the goal in this situation?" that question alone cuts through the garbage and saves a lot of useless words and precious time. There was so much learned this could go on for days, but I'll never forget what status quo really means and for Pete's sake, Q-tip! The bottom line is, I wouldn't have missed it for the world.

Thank you, Dane, for the gift of transferring valuable information to others in such a humble and gifted way. You totally believe in what you teach and live it out in your life.

Thank you, Kerrie, for your friendship. You are truly an enormous asset to the leadership team.

Sincerely,

Shelly, New Auburn

## Upcoming 2008 Seminars

**Leadership Management  
Development Center**



### Character Building Blocks:

<b>August 8th</b>	<b>Ethics</b>
<b>September 12th</b>	<b>Relationships</b>
<b>October 3rd</b>	<b>Equipping</b>
<b>November 7th</b>	<b>Attitude</b>
<b>December 5th</b>	<b>Leadership</b>

<b>*High Trust Selling:</b>	<b>August 22nd</b>
<b>*Flawless Execution:</b>	<b>October 17th</b>
<b>*Ranger's Lead the Way:</b>	<b>TBD</b>

\*New Seminars coached by Dane Deutsch

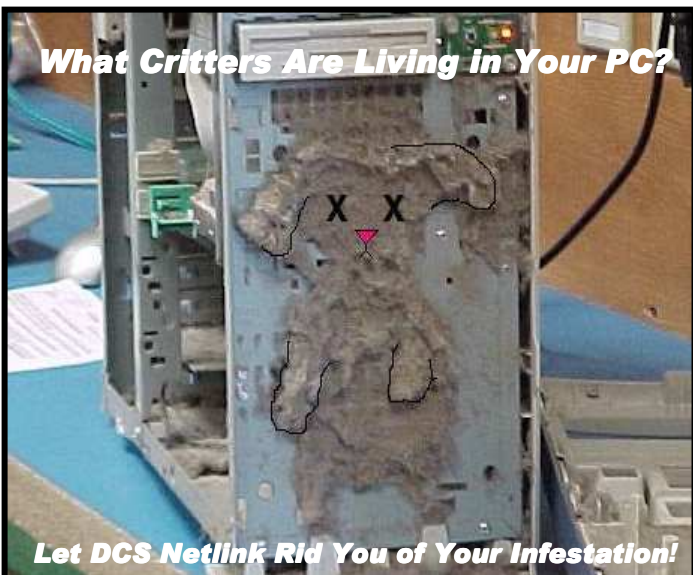
**Visit: <http://lmdc.dcsnetlink.com> for registration.**

**"The act of empowering others changes lives."**  
~ John C. Maxwell

**"Lead with Character first."**  
~Dane A. Deutsch

I attended the LMDC seminars on Leadership and Attitude. These seminars were not only educational, but also inspirational. Dane was able to teach intangible subjects through "real life experiences". These seminars gave me the tools to strengthen my skills in becoming a good leader. I would highly recommend these seminars to any person that wants to strengthen and utilize their leadership skills whether it is in a business or a personal setting. THANK YOU, LMDC!

Brenda Kupferschmidt, EA  
Johnson, Agen, Kupferschmidt & Associates.



## New on our website...

**Podcasts**  
▶ **CLICK HERE**

DCS Netlink has partnered with Watchguard Technologies, Catbird, and Security Coverage, to provide you with the latest technology information. Go to [WWW.DCSNETLINK.COM](http://WWW.DCSNETLINK.COM) to listen to the featured podcasts.

Botnets, Google Hacking, Web Application Attacks, and more.

# Protect Your Data from Extreme Weather

Every summer, DCS Netlink technicians see the same pattern: a surge in data recovery service requests that coincides with the start of the severe storm season. You can protect your data by following some simple precautions.

Here are some tips for protecting Your Data from Severe Weather:

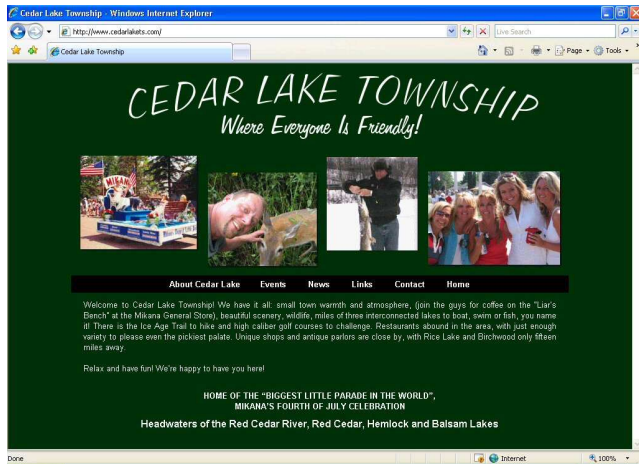
1. Keep your computer in a cool, dry area to prevent overheating.
2. Make sure your servers have adequate air conditioning. Increases in computer processor speed have resulted in more power requirements, which in turn require better cooling - especially important during the summer months.
3. To prevent damage caused by lightning strikes, install a surge protector between the power source and the computer's power cable to handle any power spikes or surges.
4. Invest in some form of Uninterruptible Power Supply (UPS), which uses batteries to keep computers running during power outages. UPS systems also help manage an orderly shutdown of the computer - unexpected shutdowns from power surge problems can cause data loss.
5. Check protection devices regularly: At least once a year you should inspect your power protection devices to make sure that they are functioning properly.

If you have Data Loss Caused by Severe Weather, follow these tips:

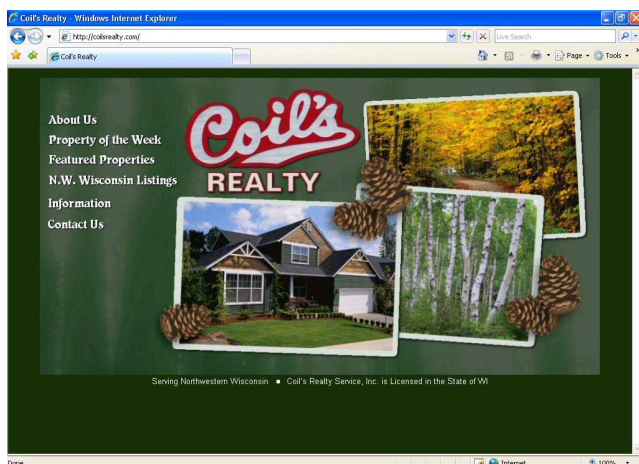
1. Do not attempt to operate visibly damaged computers or hard drives.
2. Do not shake, disassemble or attempt to clean any hard drive or server that has been damaged - improper handling can make recovery operations more difficult which can lead to valuable information being lost.
3. Never attempt to dry water-damaged media by opening it or exposing it to heat - such as that from a hairdryer. In fact, keeping a water-damaged drive damp can improve your chances for recovery.
4. Do not use data recovery software to attempt recovery on a physically damaged hard drive. Data recovery software is only designed for use on a drive that is fully functioning mechanically.
5. Contact DCS Netlink at 877-DCS-NETLink (877-327-6385). Our experts will explain options and answer any questions you have about your damaged data storage devices.

# New and recently re-designed websites

Here are some new websites created by DCS Netlink. If you would like a website, give us a call at 715-236-7424.



Cedar Lake Township: [www.cedarlakets.com](http://www.cedarlakets.com)



Coil's Realty: [www.coilsrealty.com](http://www.coilsrealty.com)



Days Inn: [www.daysinnricelake.com](http://www.daysinnricelake.com)



Dirks Heating & Cooling: [www.dirksheating.com](http://www.dirksheating.com)

[www.dcsnetlink.com](http://www.dcsnetlink.com)

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### **Calendar of Events**

<b>National Veterans Conf.</b>	<b>July 7-10</b>
<b>DCS Netlink Open House</b>	<b>July 11</b>
<b>Barron County Fair</b>	<b>July 16-20</b>
<b>Salute to Industry</b>	<b>August 21</b>
<b>Comm. Bankers of WI</b>	<b>Sept. 10-12</b>
<b>Crime Information Bureau</b>	<b>Sept. 16-17</b>
<b>Wisconsin Bankers Assoc.</b>	<b>Sept. 24-25</b>

Visit [WWW.DCSNETLINK.COM](http://WWW.DCSNETLINK.COM) FOR COMPLETE LISTING

### **Watchguard Training Classes**



Jul.16 - 18, 2008 Firewalling Basics w/ Fireware Schaumburg, IL Homewood Suites

Aug.20 - 22, 2008 Firewalling Basics w/ Fireware Kansas City, MO Comfort Suites

Sep.17 - 19, 2008 Firewalling Basics with Fireware Rice Lake, WI DCS Netlink

Oct.1 - 3, 2008 Firewalling Basics with Fireware Schaumburg, IL Homewood Suites

Nov.19 - 21, 2008 Firewalling Basics with Fireware Rice Lake, WI DCS Netlink

Dec.10 - 12, 2008 Firewalling Basics w/ Fireware Indianapolis, IN Homewood Suites

Visit [www.watchguard.dcsnetlink.com](http://www.watchguard.dcsnetlink.com)

