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More Adult Children Opting to Live with Parents

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FYI

[New Overtime Rules Issued: What it Means for You](#)



Starting December 1, new overtime rules kick in that will make millions more employees qualify for overtime pay. The changes include a dramatically higher pay threshold that determines

whether workers are eligible for overtime at a rate of at least one and one-half times their regular pay. With a few months of lead time, employers need to take a look at their operations and decide how to incorporate the changes. This article explains.

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Timely Opportunities

[More Adult Children Opting to Live with Parents](#)



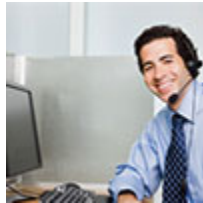
Plans to remodel your kid's bedroom into an exercise room or walk-in closet after he or she completes school may have to be put on hold. A recent study reveals that more young adults are opting to live with

their parents as opposed to moving out on their own or with friends. Surprisingly, the uncertain economy isn't always the reason — and many parents and live-in adult children are happy with the set-up. Here's more on this emerging trend.

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Sales

[Ethical Sales Is Not an Oxymoron](#)



You know you're operating a reputable business, but is that the impression your sales force is leaving with potential customers? In a competitive business environment, it's

easy to forget what constitutes ethical sales. Here are some reminders to give to sales people that let them know that something bigger than monthly sales targets is at stake.

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Marketing

[Write Email Messages With Selling Power](#)



Writing an email message that results in sales is an art and a science. You don't have to be an advertising pro to put together an effective sales message but you do have to

follow some fundamental guidelines. Click "Full Article" for seven tips that will make your email pitch a winner and boost your bottom line.

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