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## Hello!

Great news! We're **not** doing a holiday gift guide. You can find them everywhere (and if you can't, here's [one](#)).

Instead, in keeping with our new tradition, we're highlighting two select blog posts from the past month.

- [Hello Gliffy, Goodbye Visio](#) (scroll down)
- [Getting Paid by the smaller guys](#) (scroll down)

Here's a few more that just missed the cut:

- [The best way to remember passwords](#) ([read](#))
- [How not to be a Grinch this holiday](#) ([read](#))
- [QR Codes: What are those funny things?](#) ([read](#))

If you haven't already, you should [subscribe](#)!

Have a great holiday and here's to a happy, healthy, and profitable New Year.

All the best,

Rafi Kronzon and Josh Feder  
Co-Founders

## Follow us on Twitter

We're on Twitter every day, with tech tips, trending news, and occasional opinions. Follow [@cartwheelit](#) to stay tuned!



## Facebook Fans

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## Read our Small Business Blog

We have a blog for small businesses that offers daily tips and discussions. Click below to read it.



## Hello Gliffy, Goodbye Visio

[Gliffy](#), an online diagramming tool, is a perfect example of why the Web 2.0 revolution was great for businesses.



Gliffy attacked an overpriced, overdeveloped, unintuitive business application and built a cheap, smart and user-friendly alternative that does everything [Microsoft Visio](#) does, only better.

We've been using it for a month now, and haven't come across any problems at all. We do mostly network diagrams, but it's great for org charts, floor plans, web sites, and work flow. For those of you who've already tried it (Gliffy has been around for a few years), try it again. You can try it for free, but we recommend the premium version, which is \$5/month for one user, \$15/month for three, and gets cheaper from there. For comparable functionality, Visio costs \$550 per user!

Oh, and I forgot to mention my favorite part. Gliffy is a small, profitable, boot-strapped company. Just the kind of company we love.

Read this article in our [blog](#)

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## Getting Paid by the Smaller Guys

Crain's has a "How To" [guide](#) today for getting paid by larger businesses. If you have large customers, you should look at it. The truth is, I don't believe in the "technology" solutions to getting paid. The only tips that make sense to me are #1, get paid in advance, #8, take credit cards, and #9, know when it's just not worth it.

The good thing about larger businesses though, is that they'll pay eventually. What about the smaller accounts? The ones that owe you \$200? How do you get paid by them?

It's actually very similar. You need to get paid in advance, take credit cards, and pass on the customer if you're worried about payment. We actually have a slightly modified strategy depending on the size of the customer, which you can read about [here](#).

Whatever you do, if you're spending too much time on collections, you need to spend the time to reevaluate now.

Read this article in our [blog](#)

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