



# RADIO flier

REPRESENTATIVE AND DISTRIBUTOR INFORMATION ON-LINE

VOLUME 3 ISSUE 8

APRIL 28, 2009

## SALES MOTIVATOR!

***It's that Positive Attitude that counts!*** Here we are in some very trying times for all businesses. More people are seeking fewer jobs. Some folks who are still working are seeing pay cuts. Yet others are taking on more responsibilities due to layoffs. It's a time when, with so many hurting, it's easy to be in a less positive mood.

Folks, we have little control over anything that is happening to the world re: banking markets, stock markets, etc. We do have control over our check books, and maybe how to direct our IRA's/stocks, etc. But outside of that, we are not in that much control and we haven't been that much more in control in the past. Yet some people act like it's the end of the world!?

We ARE in control of our attitude. I look around and see many people who face adversity in their jobs everyday, on a very regular basis. These are people who deal with poverty, low income housing and the destitute daily. Most who read RADIO flier are in health care distribution and manufacturing. How about the health care professionals who work with hospice, nursing homes, burn units or the most heartbreaking, the young children facing a very early death due to a terminal disease? These as well as many other professions which also face the darker side of life are filled with caring, loving people who must "be up" continuously for the patient's sake. Knowing that how they act, what they say, in addition to their never ending smiles—means so much! These folks are also challenged by the same financial pressures mentioned above. Yet they have no option, their patients quality of life depends on their positive attitude no matter what their luck.

My point or challenge is that we need to keep from having "pity parties" for ourselves. There is a lot to be done out there! Whether we are volunteering our services OR working at our employment, we need to pass along a positive attitude that is rewarding to all we encounter.

With prices dropping and profit margins suffering, in virtually all facets of business, we must realize that the one and only differential between you and your competitor may be your attitude. With that said, where do you stand?

Challenge yourself to rise above everything else. With the Grace of God, do your best to raise everybody to the next level when you see them.

Get out there and share that golden smile that only you own. We'll all be much better for it!

**Happy Selling! Ron**

### Quote of the Issue

**"If there was just one word I could use to describe a successful person, that one word would be attitude."**

Bart Starr , Former NFL Quarterback and Coach

### Manager's Thoughts

**"Cooperation is doing with a smile what you have to do anyway."**

Anonymous

### OMNI NOTES

**Look for the next generation of our "Lite Touch" thin film Nitrile Examination Gloves in the near future. If your customer liked the original Lite Touch, they will LOVE the next generation!**

**OmniTrust is a name you and your customers have come to know and trust. Call us for samples and literature, 888-999-6664.**

**RADIO flier is a communication of FMA and is sponsored by:**



**Info@FMAinc.net to subscribe**

©Copyright 2009 FMA Inc.  
All Rights Reserved

Ron Fleitz  
Vice President Sales & Marketing  
Omni International LLC  
Bedford, NH 03110  
888-999-6664 Ext. 208  
rfleitz@OMNIGloves.com