



# RADIO flier

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## SALES MOTIVATOR! From Ron Fleitz

**Can you feel it?** *The last five or six months have somewhat seemed like an eternity. With all the economic woes of the world, it appears as though the economical pressures have eased a bit. Of course, it may depend on where you are located. For all you positive people out there who have hung on and made the best of it, now is your time to shine!*

*It is easy for us to hear, see and be aware of what is going on out there. Whether it be an automobile manufacturing company and related vendors, a big corporation, or a local community business—the bankruptcies, lay-offs, closings, etc. which follow, hit our world hard. But enough is enough!*

*Many of you saw the light at the end of the tunnel before you ever entered it. And all of us now seeing that light need to lift ourselves, families, friends and all. Don't you agree that the economy is starting to loosen up? I know May was better than April, April better than March and so on. If it hasn't improved much your way, you need to stay ever optimistic knowing we live on the greatest continent on the planet.*

*You need to also share the good news in life - business is coming back! There were more smiles today than yesterday; that should improve your disposition already! You and your little one person army is what it takes to start sharing the great things your life has to offer. You see, it starts with you: goes on to your family, continues to friends and if you motivate them, then they'll motivate others. Your customers want to hear good news too! Share with them how your life has improved over yesterday; how your sales are growing. Customer service personnel can make the whole company shine without a sales call. All it takes is that smile in your voice—believe me, people see that right through the phone.*

*We may not have much control over our world, national crises, etc. We can be hopeful that oil stays at reasonable levels; interest rates work for our economy; and that the world will become politically stable. However, we do have control over how we let it affect us, our families, customers etc. Let's bring home the positive attitude that makes everything look brighter. It's time to be creative in sales. There is no better way to be creative than to allow your positive attitude take control.*

**Happy Selling! Ron**

### Quote of the Issue

**“Celebrate what you want to see more of.”**

**Tom Peters  
Sales & Management  
Consultant**

### Manager's

#### Thoughts

**“Treat people as though they were what they ought to be and you help them become what they are capable of being.”**

**Johann Wolfgang von Goethe**

### OMNI NOTES

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