



RADIO flier

REPRESENTATIVE AND DISTRIBUTOR INFORMATION ON-LINE

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SALES MOTIVATOR!

By Ron Fleitz

“Quiet Time? Here we are, distributor and manufacturing sales personnel who can't seem to get enough time to increase sales, squeeze a little extra margin or even cover the new territory that has been added to the sales territory. And for those other company employees—who may not experience the sales pressures, certainly your position could be stressful in other ways. Who has time for quiet?

Some of us do make “Quiet Time”, whether we take a little time for religious reflection and inspiration and/or a little breathing time for our own mentality. The best time may be in the morning. Some prefer it as a mid-day coffee/soda break or a wind down time at the end of the day. Part of your quiet time can be used for YOU and some of it for your business mind.

Besides carving out a few more minutes from your already 27 1/2 hour day, it makes all those awake hours a little easier to deal with knowing that you have your mind at ease before you start the day. That's probably why I would say morning works best for me. However, it is really what works best for you. I have a friend who works at an extremely busy Nashville area outpatient surgery practice. He gets into the office about an hour before everyone else and sits in total quiet for about 45 minutes. He also takes part of his lunch hour to hibernate and gather his senses which as he would say “makes the afternoon go so much smoother overall”.

If you set a quiet time for you, it means:

- No Phone Calls or e-mails (set the cell phone off)
- No talking—except to yourself if you are so inclined
- Find a comfy spot—no matter where it is—at home, the office, a parking lot, in the park and stay put.
- No visitors or interruptions—if needed put a “Do Not Disturb” sheet on your door or close to where anyone might wander.

You know how sometimes when you take a deep breath in the middle of doing something, it will revive you for a moment. Just as a good strong standing “stretch” after sitting at the desk can refresh the muscles! Developing a “quiet time” in your day will be a refreshing time for your career. You know almost every school, college, etc. will be open full time after Labor Day. That brings more traffic, more travel, end of the year sales goals to hit, a 2011 budget to create, new and improved sales plans....the list goes on and on. For some of us, it won't be as traumatic as we create some Quiet Time for us.

Quote of the Issue

“When you enjoy becoming wise, there is hope for you! A bright future lies ahead”.

Proverbs 24:13-14

Manager's Thoughts

“Real motivation comes from within. People have to be given the freedom to succeed or fail.”

Gordon Forward, CEO
Chaparral Steel

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Happy Selling! Ron