



# Training Nuggets

*Bite-Size*



**February 25, 2026**



## JUST FOR GRINS:

I went to the doctor today and told the nurse I got bit by a wolf. She said, where? I said no, regular. She stared at me for 10 minutes.



## SELLING SMARTER:

Developing great salespeople involves understanding the requirements of the job then finding resources and training to address each need. A few areas to consider include communication, product knowledge, sales technology and selling skills. Use at least one resource to improve in each of these areas and you'll see your sales career moving in a positive direction.



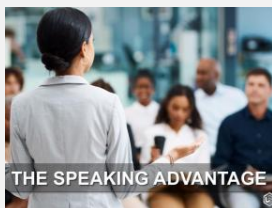
## SERVICE SPOTLIGHT:

It's never too early to think about the holiday season! Even though Christmas, Hanukkah, Kwanzaa and other holidays are months away, try ordering your holiday cards now (customize them with your logo and company colors too). That way you're ready to send them as soon as you collect addresses from your top clients. Stand out more by adding a thoughtful handwritten note.



## OWN YOUR SCHEDULE:

One of the best ways to stay focused and minimize distractions is by silencing your notifications and alerts. After silencing your notifications and alerts, take scheduled breaks to return texts, calls, and emails all at one time. This saves time when you respond to people with the information they need and avoid the back and forth. Computer users – try disabling your email notifications for one week and see how much more you get accomplished.



## FEATURED WORKSHOP - THE SPEAKING ADVANTAGE (1-Day)

Public speaking isn't just for the stage, it's for the boardroom, breakroom, and every other room where your voice matters. Learn to lead meetings with confidence, present ideas that stick, or just speak up without stumbling.

Time to turn public speaking into a skill you're proud of...not scared of.

