



Training Nuggets

Bite-Size



March 24, 2026



JUST FOR GRINS:

Why don't you ever see elephants hiding in trees? Because they're REALLY good at it.

Bonus: The leading cause of dry skin is...towels.



SELLING SMARTER:

Set goals for yourself. How many calls or presentations do you want to make today, this week, or this month? How many proposals do you want to write, or cases do you want to sell? People work best when there are clear targets to aim for. Without goals, you'll sell aimlessly and miss the satisfying feeling of hitting your objective. Next, tell someone your goal, to keep you accountable.



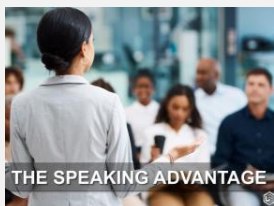
SERVICE SPOTLIGHT:

"We can't do that" – This is a phrase that has frustrated customers for years. Don't be like the rest of the world...When you receive a request that you can't comply with try this: First, pause and think, next, tell your customer, "Here's what we CAN do ____ (fill in the blank with an alternative). Many times, your customer will accept your suggestion. If nothing else, you've at least tried to help and offered a solution.



OWN YOUR SCHEDULE:

Give yourself time between your virtual (and live) meetings. Instead of scheduling meetings that start and end every hour (i.e., 2:00pm – 3:00pm) try setting meeting durations for 45 minutes. Use the 15 minutes after a meeting to follow up, take a short break, get something to drink, or prepare for the next meeting. Sometimes it's a good idea to just relax. Try these ideas and you'll find yourself less stressed, better prepared and more focused during the day.



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.

