



November 25, 2025



JUST FOR GRINS:

A man went to the doctor and said, "I broke my arm in 5 places".
The doctor replied, "Well, stop going to those places".



SELLING SMARTER:

Think about ways you can deliver a sales presentation in as few words as possible. Can you use pictures, charts or short videos to get your point across? The more you talk, the more a buyer has to determine what's most important. Practice K.I.S.S. and keep presentations simple.



SERVICE SPOTLIGHT:

Use a professional greeting when answering the phone. Include 3 things:

1. Warm Greeting – "Good morning/ afternoon/ evening"
2. Company Name – "Thank you for calling ___" or "you've reached ___"
3. Your Name – "this is Joe"

This works when recording voicemail messages for incoming calls too.



OWN YOUR SCHEDULE:

1. Wake up 10 mins earlier to prep for cold weather - Warm up your car and remove snow and ice.
2. Plan efficient routes – Start at an account close to home, then work farther away or start at an account farthest away then work toward home.
3. Fill your gas tank 1st thing in the morning or after you've finished your day.

Use these tips for your car to save time and minimize stress.



FEATURED WORKSHOP - INTRODUCTION TO WINE 3.5 hrs.

Knowing your way around a wine list can be a social perk and a business advantage. Wine knowledge is great for anyone who hosts, travels or just wants to look cool swirling a glass. Great idea for a fun company event too!