



Achievement – When a team of dedicated individuals make a commitment to act as one, the sky's the limit.

Recommended Read/Video:

Alvin Law



Alvin was the inspirational presenter at our Celebration Dinner & Auction. Alvin exudes a positive attitude with his message that you can do anything. His book is worth the read or check out one of his video clips at www.alvinlaw.com – Video #5 is one of my favourite stories.

How to Celebrate Your Successes – Not Just Reap Rewards

As business owners and salespeople, we work hard to achieve our goals – especially hitting sales and profit targets. **In today's hectic pace, we don't always take the time to "Celebrate our Successes"**. Even when reach our goals, we are often too consumed to take the time to savour the moment. We are quick to move on to the next goal or become frenzied with the details of delivering the products from the sale.

In the October Teneo newsletter, I talked about the Community Fundraising Campaign that my husband and I are co-chairing. Working to achieve the \$1million dollar goal during the last 6 weeks of our campaign, felt similar to sprinting to achieve a lofty sales goal during the 4th quarter. As a volunteer committee, we weren't going to receive any bonus, commission or rewards for achieving our goal, other than the satisfaction and completion of the campaign. So, we decided to brainstorm ideas for celebrating the moment of achieving the \$1 million dollar goal and the talk of popping bottles of champagne entered the conversation. **As we worked to get closer and closer to the goal, the e-mails and meetings were filled with the possibility of toasting champagne, which added a much needed element of fun to a very hectic time.**

At our Celebration Dinner & Auction event, we did it! With the song "If I had a million dollars" from the Barenaked Ladies blaring in the background, the 10 of us who've been a part of the core committee for the past two years, came running up from the back of the hall, whooping it up and passing out party favours. We arrived together on the front stage to announce the achievement of the \$1million dollar goal and an extra \$33,000!!! We handed a large cheque to the Mayor, popped the champagne corks and toasted the community for their generosity. It was an incredible moment and one that I will remember for many years. I have sold \$1million dollars in sales and achieving \$1million dollars in a fundraising campaign was very similar, but it was more meaningful because we took the time to celebrate it.

It's definitely worth savouring the moment and it was so much fun doing this finale! Days later – I'm still on a high! **What will you do to celebrate your successes this year?**

the PHONE *factor*™

Next program launches Nov 20 @11am EST



"Lisa is a strong presenter who brings a unique human approach to selling that is very effective."

*Caroline Downs –
Chicopee Ski Club*