



Back to School BACK TO BUSINESS

Are you getting A's on your sales reports?

Whether your 9, 29, or 49 – September usually signifies the season of Back to School and Back To Business. This time is similar to the beginning of a new year – forcing us into a new mindset at work and re-focusing on business goals, business growth and the opportunity to go 'back to school' by investing in professional development and training.

In a recent interview I conducted with a business leader, he commented that when interviewing potential sales people, he will ask what the applicant has done recently to invest in their professional development. If the candidate fumbles and bumbles and is not able to provide any information, this leader will quickly end the interview. As he only want sales performers on his team who are investing in their own knowledge and development.

What steps have you taken lately to invest in building your knowledge? Is it time for you to go 'back to school' and enhance the value, knowledge and credibility of yourself as a sales professional? If so then check out Teneo's Phone Factor™ Program today!

I would like to introduce Shannon Vandeyl, as our new Client Services Manager and Rachel Colic as our Marketing Manager. Their enthusiasm and expertise will be a great asset to the Teneo team and our clients. We would like to wish Nina Stobo the very best in her new career in the aviation software industry.

the PHONE
factor™

Next program launches October 2, 2006



"The 7-step consultative selling formula is an enormous benefit & advantage in my distributor presentations. Lisa provided many tools with an emphasis on becoming more proactive, rather than reactive in my sales job"

*Joy Durnan
Account Executive, Precidio*

Lisa Leitch

Achievement – "Unless you try to do something beyond what you have already mastered, you will never grow."

Recommended Audio:

Fish.

One of my favourite audio books! It has a great inspirational message about the power of attitude and teamwork.



\$14.93 USD available at
amazon.com

\$19.77 CDN available at
amazon.ca