



1



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NOW DOING IT ALL

It Wasn't Just Selling Copiers, It Was Everything



Sweeping Floors



Cleaning Windows



Running
A Business



Prioritizing people,
community, and culture.

3

CUSTOMER EXPERIENCE And Commitment To Excellence

Date Nights With Dad
Helping Customer Run Jobs
Driving To Unjam Copiers



SERVICE OVER SELF And Practicing Empathy

Excellence is a quality
which surpasses
ordinary standards.



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EXPLORATION: REBELLION YEARS

No Choice But To Work: Punishment Was Going To Work With Dad.

Work Should Not Feel Like Punishment: Make It Fun And Go Exploring.

The Ultimate Checklist: Learning Everyone's Job, What They Do
and Why It's Important.

5

SECRET SALES PRINCIPLE

Explore Your Community



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WE PROSPECT BECAUSE WE CARE



Wander Your
Territory



Bring Your
Heart and Soul
To The Conversation



Gain Knowledge
Through Observation
and Wisdom

9

DO YOU LONG TO LEARN AND ACHIEVE TO SERVE

Aptitude

Experience

Servant
Leadership



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PRIORITIZING RELATIONSHIPS

And Commitments To The Community



Put People First



Build Unbreakable Bonds



Weather Any Storm



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HOPE

Hardships Of A Small Business



Dad's Company
Lost Over Half A
Million In Revenue



State of
Constant Refocus



Everything
Changed

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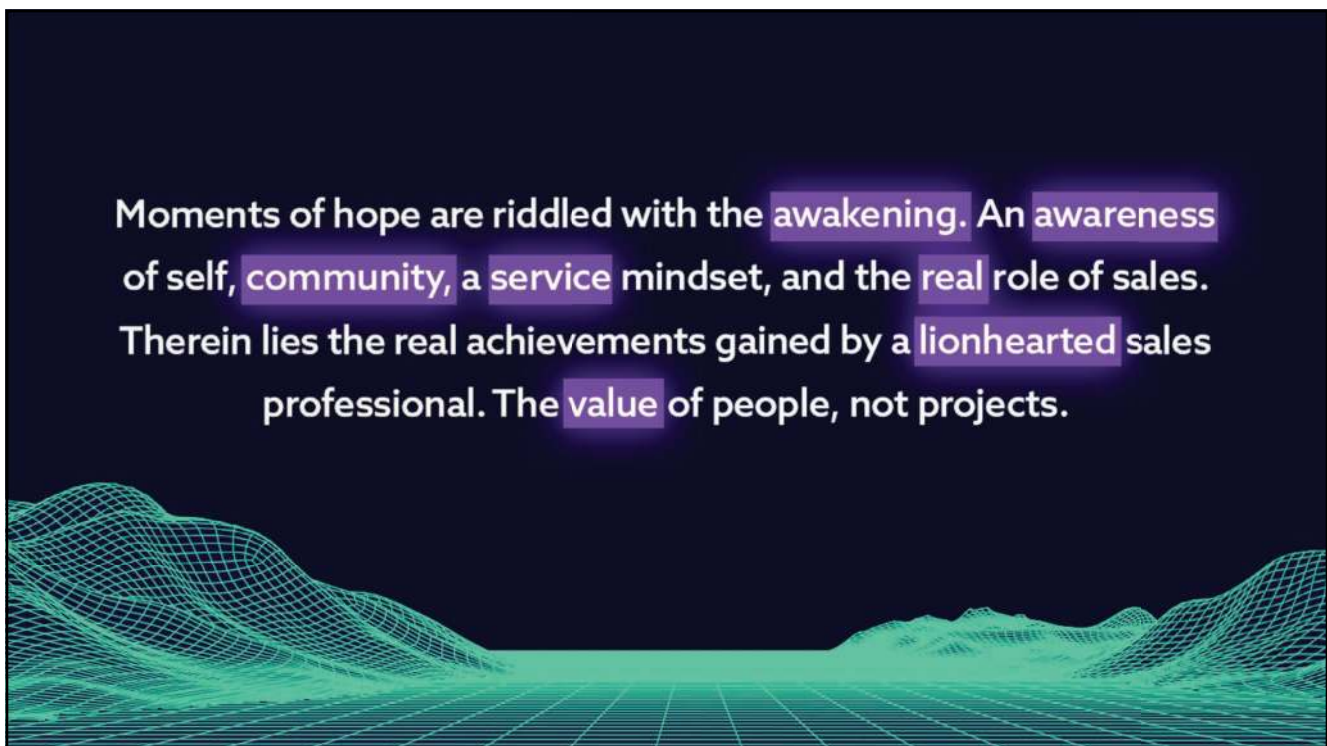
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You should be showing people hope on a daily basis.

Hope creates momentum.

It causes individuals to believe in themselves.

This unlocks their true potential.

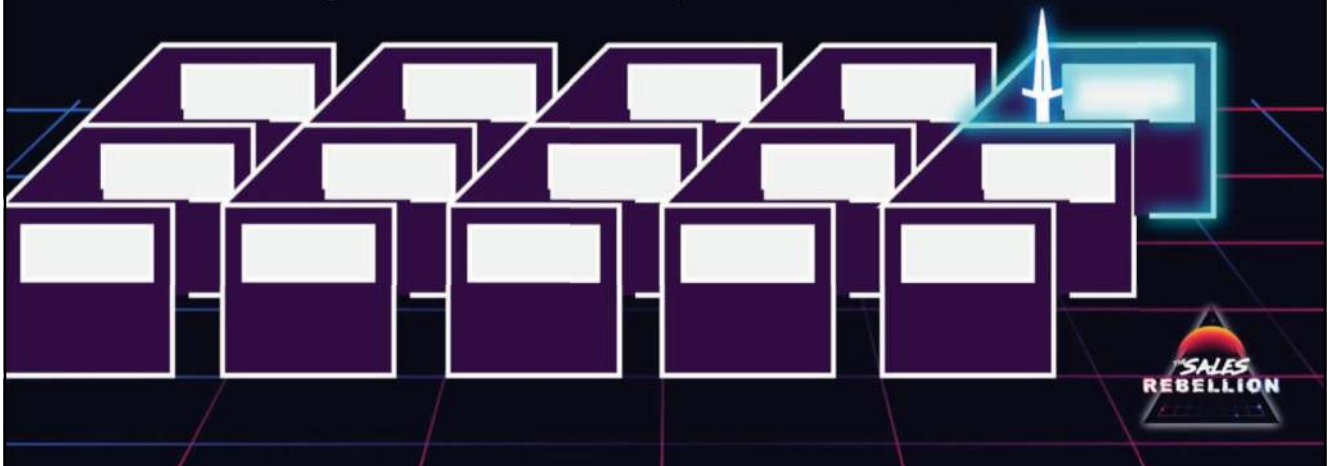


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LEGACY

The Final Chapter: Birth of a Sales Rebellion

Dad Sold The Business... Stayed on as a rep.
He grabbed a cubicle all the way in the back and set-up shop.



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MY DAD AND I MET ONCE A WEEK



Staying Accountable
To Small Business
Mindset



Staying
Grassroots



Real
Growth

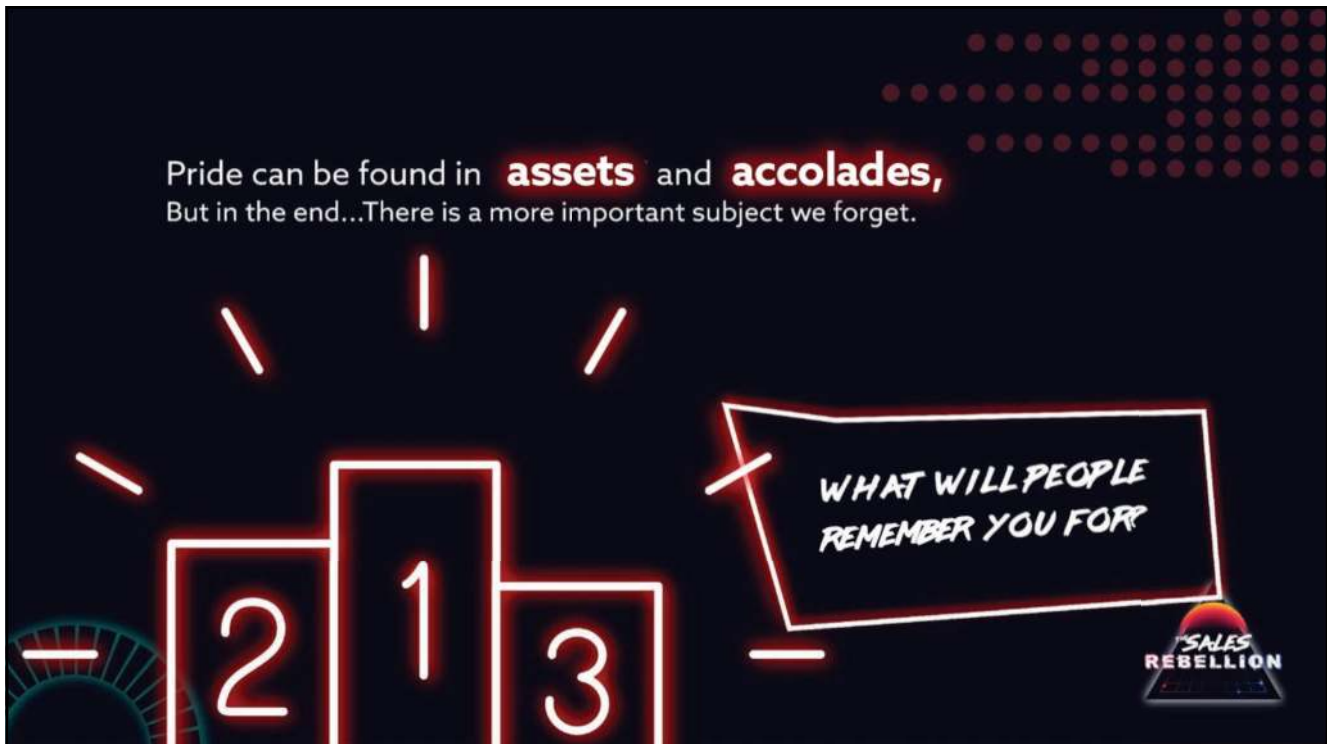


Keeping The
Past Alive

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IMPACT

My Father's Funeral

Looking across the room, people still walking in...

- Not An Empty Chair
- No Place To Stand

Reaching Across Time

- Paying Respects To A Legend




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TAKEAWAYS

It's Time To Champion The Community



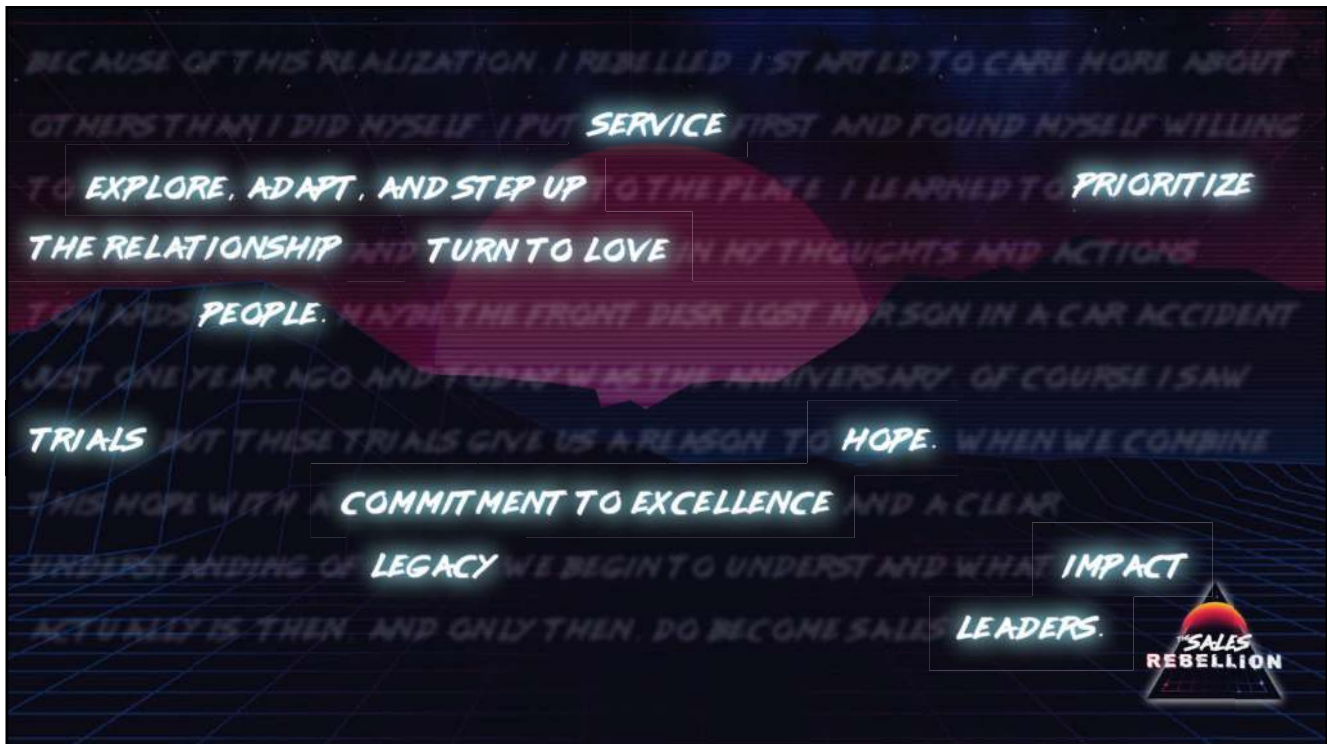
Focus On Servant Leadership

Tell A New Sales Story
One of Commitment to Excellence

Be A Sales Hero

No More Harrassing Prospects
No More "Moves"

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