



---

## Resolutions – Commitments – Goals

---

New Year's Resolutions, commitments and goals are part of bringing in the New Year. With those resolutions come choices. Denis Waitley quotes, "There are two primary choices in life; to accept conditions as they exist, or accept the responsibility for changing them." What will you choose in 2005?

### Professional Salespeople:

- You have a choice to prospect consistently every week or let poor time management skills and focus interfere with reaching your full potential.
- You have a choice on whether you to get more skilled in the profession of sales or settle for being second best.
- You have a choice of providing exceptional service to clients or opening the door for a competitor that will.

### Owners and Sales Mangers:

- You have a choice to improve your hiring and retention strategies or learn to live with turnover and marginal performance.
- You have a choice to improve leadership skills or accept another year of excuses, conflict and mediocrity.
- You have choice to get better or get beaten.

**Remember, if you choose not to decide, you still have made a choice.**

*Neil Peart*

---

January 2005