



THANK YOU...from the SalesLeadership Team!

Happy Thanksgiving! The SalesLeadership team is grateful for your business, support and friendship in 2010. You are the reason we continue to grow, improve and enjoy each day of work. This is a great time of the year to reflect on the many things for which we are grateful. Here are just a few to consider:

- Be thankful for tough prospects. They make you appreciate your solid, repeat customers.
- Be thankful for good competition. They prevent you from becoming complacent.
- Be thankful for a tough boss. Their expectation of excellence helps you achieve your full potential.
- Be thankful for failure. It means you are showing up and trying when other are sitting back and waiting. The lessons are priceless and only come with experience.
- Be thankful for being tired at the end of a workday. Many unemployed would happily walk a mile in your shoes.
- Be thankful for good mentors. Their patience and faith in your abilities have uncovered more than one 'diamond in the rough.'
- Be thankful for your vendors. Without their service, many of us could not offer our services.
- Be thankful for the profession of sales. It is one of the few where you are still paid for personal performance and perseverance.
- Be thankful for the good 'ole USA. There are many countries that do not allow a simple newsletter like this to be published without censorship.

Take time this week to slow down and write a note of thanks or pick up the phone. An attitude of gratitude is the foundation of many successful people.

With thanks,

Colleen Stanley

Chief Selling Officer