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November 2022 Monthly Sales & Service Tip

"Don't confuse Effort with Result" for Effective Time Management Practices!

Greetings Sales and Service Pros!

"Never do today what you can put off until tomorrow," or, "Tomorrow I'll get organized," and my favorite, "Procrastination is the key to my success!" Forecasts, budgets and strategic plans are in place for 2023. Now is the time to create the urgency and light a fire under your team to stay focused and visible in front of your customers, as well as launch your initiatives for this new year. **How are you going to accomplish this right now? What are you going to do about it? Have you considered a time management and goal planning session delivered to your people via a remote training platform?**

Today, we must train for high performance and not just for skills and knowledge. Continuous improvement is all about never being satisfied and constantly looking at ways, not only to reduce costs, but also maximize revenue and margin; all while delivering Service Excellence to your customers. Sound too good to be true? Absolutely not! We train on developing effective time management practices that are job focused and establish work-related goals to provide the direction to raise the bar on Service/Ops and Sales Excellence. These are based on accountabilities and deadlines developed by your people, committed to follow through as they own it. More importantly, we bring your people together, united as one team and heading in the same direction.

Remote training is the direction the world is moving to. When you think about it, remote training is really convenient and cost effective as you virtually eliminate all the hassles of travel time, lodging and food expenses. People don't like disrupting their work week and leaving their families, especially now during these interesting times we live in. It's easy to schedule and flexible to any unplanned changes. So, don't allow your hesitation and resistance to remote training hold up your people development process any longer. Training now provides the skills, confidence and direction for your people. It gives you the competitive edge that attracts new customers to successfully take you into the future.

Remote training is available to you right now and we can start immediately. All of us at Butler are waiting, willing and wanting to serve you. We have the content and experience to create a remote training platform

that's right for you, or, we can come to you for an in-person event. Now it's up to you! Reach out and give us a call and we'll show you how. Remember, the future belongs to those who prepare for it. Never be satisfied. Continue to move forward with small, incremental changes until you hit the "quantum leap." Now, that's called innovation!

Good Luck with your Sales and Service Excellence,

Bob Butler, TSP
And the BLS T.E.A.M.
Together Each Achieves More

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