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January 2023 Monthly Sales & Service Tip

What is it going to take for you to exceed customer expectations in 2023?

How are you going to get there?

Are people ready, willing and able to continue to do more with less?

Greetings and Happy New Year Sales and Service Professionals!

Coach Bob here welcoming all of you back to work in 2023! You may still feel a little woozy, battered and bruised from the holidays, but so what? There's no sympathy from me to you whiners who had too much fun on New Year's Eve and are still going at it. Hah! "Drop to the floor and give me 10!" Or the theme from the John Wick series says, "You suffer the consequences from the choices you make." 😊

Here's to a new year! Companies are continuing to facilitate change to capture and grow market share during these interesting times. Like it or not, we're all on a fast pace to move forward despite the challenges and hurdles we face every day. Remember, your people are your greatest asset to make it happen or become your biggest liability to hold you back by resisting the fear of the unknown when it comes to change. People skills are more important now than ever before!

Allow Butler to demonstrate how training on soft skills in Sales, Leadership and Customer Service becomes the forum to properly introduce change to your people and why we need to keep moving ahead. We can align with your strategic initiatives, so it makes sense for your people to understand and accept the "Why" we need to do this in order to make it happen.

Give us a call and let's talk about your initiatives and how we can communicate change to your people. A new year requires new and different thinking, so let's brainstorm together to see how we can impact the rest of your year and get off to a fast and strong start. We wish you only the best in your people development process!

Good Luck with your Sales and Service Excellence!

Bob Butler, TSP

And the BLS T.E.A.M.
Together **E**ach **A**chieves **M**ore

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