

2018

Personal Mission Statement*

God has uniquely designed me to be a change agent by using my teaching and influencing abilities to mentor, train, and lead others. I feel God's pleasure when He uses me to guide and coach others in an exciting but logical way, to help other's reach their full potential. My primary focus is to discover and direct other's talents, and to show them the way and encourage them.



*Based on results from the Personal Profile Report taken from the www.YourUniqueDesign.com online assessment in 2011. Updated in 2016 after reading "Wooden on Leadership."

Professional

Focus

Points

- Start using a sales call coaching feedback form to better coach, train, and develop sales reps to document week-over-week improvement. Will create 2-4 per week depending on Tuesday and Thursday field coaching schedule.
- Book sales rep ride-alongs at least 2-3 weeks in advance to better plan for both the reps and me to maximize increasing sales and minimize defection.
- Improve weekly sales rep one-on-ones with quantifiable week-over-week improvement using SMART goals (Simple, Measurable, Action plan, Realistic, and Time-bound) to both measure and hold reps accountable to reaching their full potential.
- Achieve Advanced Toastmaster Bronze (ATM-B) 20+ speeches total.



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