

# 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.

# 2019



\*Based on results from the Personal Profile Report taken from the [www.YourUniqueDesign.com](http://www.YourUniqueDesign.com) online assessment in 2011. Updated in 2016 after reading "Wooden on Leadership."

## Professional Focus Points

- Roll-out daily activity behaviors for sales reps and hold Branch Manager's accountable for them.
- Reduce turnover in sales to less than 20% by improved hiring, along with coaching, training, and developing.
- Continue to read and apply what I learn. "Leaders Read" - Read and/or listen to at least six books in 2019.
- Continue to improve public speaking skills through Toastmasters. (obtain Silver)



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