

Sent: Sunday, May 29, 2005 2:12 PM

Subject: BIZ BANK: CONTESTS ARE GOOD...BUT QUALITY DAY TO DAY MANAGEMENT & "SELF MANAGEMENT" PRACTICES CREATE SUCCESS & SECURITY

Dear Aquathin Dealer OnLine;

[MANAGERS BIBLE CH.1.pdf](#)

Many Aquathin Dealers and their Sales Team implement "sales contests"....and it is very exhilarating to be a member of "The Winning Team", increasing your list of Satisfied Customers, enjoying the extra money, prizes and the esteem of being a Leader. But contests cannot replace the "daily contest" of striving to be the very best we can be...to be in a chronic battle to hone our skills....to collect as many "mini wins" on a daily basis on our way to achieving our goals.

Attached herewith from Aquathin University is a portion of Chapter One of the Aquathin University Manager's Bible...THE SUCCESSFUL SALES MANAGER. I am purposely including the Sales and Tech Team Members who are on our emailing list in this Dealer message. These pages will help you too to understand the dynamics of what your Managers are teaching you and how you can employ these key practices on your own...SELF MANAGEMENT. Look in the mirror and be able to confidently say, "I am what I want to see in my business".

Make your contests most effective by reinforcing it with exercising positive day to day actions.

Warmest regards to all...as well, your comments are always welcome and very much appreciated.

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"Alfie"

Alfred J. Lipshultz, President

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