

Sent: Tuesday, January 05, 2010 11:10 AM
Subject: YOUR AQUATHIN PEARL OF WISDOM #33

Dear Aquathin Dealer OnLine;

[MY AQUATHIN WEEKLY AGENDA.pdf](#)

HAPPY 30TH "PEARL" BIRTHDAY !!!

Thank you for the tremendous comments of appreciation for the launch of our Pearl Anniversary celebration. The PEARLS OF WISDOM are to help you and your Team Training to commit to memory the major Aquathin "Hot Facts" to arm your Team with and to whip out these big guns in educating your Customers exactly what makes Aquathin and Aquathin Dealers the very best in the industry.

Here's your PEARL OF WISDOM #33: WORKING SMARTER TO MAKE LIFE A HECKOFALOT EASIER...that's what Pearls of Wisdom are for !!!

From the recent Pearls of Wisdom, we learned about PRO CALLS, NETWORKING, FINDERS, CANVASSING. I know I can make a great living for my family with these super tools, but how do I better organize my time to get this done?

- (A) LIVING BY MY DAYTIMER AGENDA**
- (B) WORKING MY DAYTIMER AGENDA**
- (C) PROSPERING FROM MY DAYTIMER AGENDA**

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**The answer is "ABC"! ONE MORE TIME...there are many things in life that one can lose and replace...BUT TIME IS NOT ONE OF THEM !!! YOU GET 24 PRECIOUS HOURS IN THE DAY...AND WHEN YOU LOSE ONE, YOU CANNOT GET IT BACK. THERE IS NOTHING FARTHER AWAY THAN 1 MINUTE AGO.**

**Sales Managers often ask me for an easy way to help their Sales Teams organize their days and weeks. Attached herewith is "MY AQUATHIN WEEKLY AGENDA" from Aquathin University's Manager's Bible. Note I've colored those words in green because being organized with the right tools and all the features, benefits and bullets you have in your Aquathin bandoleer makes you \$\$\$\$\$\$. Sales Managers should mandate this Agenda form to be filled out EVERY weekend and turned in for EVERY Monday Morning Sales Meeting so that everyone knows where everyone is. If any area is left blank { at Aquathin U., I call those "donuts" as in empty holes }, your Dealership, Salesperson, and Prospective Customers are losing. Be Productive !**

**This you can be assured of: Companies and People will become your Customers...and People will make decisions in 2010. Use every sales day completely. Even if People don't take action now, you will be planting seeds. Don't waste a sales moment and always follow up on the seeds.**

### **New Year's Sales Resolutions:**

- 1. Where will you and your Team start? CLUE: MAPPING OUT YOUR WEEKLY AGENDAS.**
- 2. Will you and your Team prospect more...how much more? How many more calls per day, per week? Will you establish better personal relationships, commit to a solid sales process...and most importantly, will you follow through?**
- 3. Will you be more attentive, involved more in the company and in your Customers?**
- 4. Will you complain less...and commit to perpetual optimism?**
- 5. Will you ask for referrals more consistently.**

**What will be different...*what will you make better...***

**MANAGERS: THIS IS ONE OF THE ABSOLUTE MOST IMPORTANT POINTS TO MOTIVATE-MOTIVATE-MOTIVATE YOUR SALES TEAM....NO ONE DOES IT BETTER THAN YOU !**

**Demonstrate JUST HOW GOOD YOU ARE ! Hammer this home to your Customers...cause they can't get it from the other guy. If they go with the other guy, you've done a disservice to your Customer, to yourself and to your family. Remember to show your stuff! No One Does It Better Than You !**

**Be sure to review these dynamic bullets with your Sales Force and Tech Team Mates. An Educated Force is an Effective Force !**

**AQUATHIN IS **30 !** THE CELEBRATION OF OUR PEARL ANNIVERSARY BEGINS **NOW !****

**I LOVE MY AQUATHIN ! AND REMEMBER, THE NEXT BEST THING TO OWNING AN AQUATHIN IS RECOMMENDING ONE TO A FRIEND !!**

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

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*Alfie*

Alfred J. Lipshultz  
President & CEO

**P.S. "Splash NewsBulletins", "Forum Q & A" , Biz Bank, Tech Bank and Quote Bank... ARE ALL FREE services to all Authorized Aquathin Dealers and their clients to keep you abreast of technology updates and industry news.**