



ODA/Management Review

Deciding

A NOTE FROM JOEL

May 2021

Some of you reacted to my little story last month about: "Asking for the Order." You said to yourself: this newsletter was all about selling. And I am a manager not a salesperson. I do not need to ask for the order with my team.

Point taken, but what are we talking about as managers? Don't we ask for performance from our team? Remember what I said: "most is lost by not asking..."

So, I make the point that we could say about management: "More opportunities are lost by not asking for improvements to happen, because we as owners, managers and supervisors, DO NOT EXPECT enough from our team!"

The true *Sales Pro* Decides to ask for the order with confidence and passion because she knows she has a great product which is good for the customer.

The true *Manager Pro* Decides to ask her team to try that new technique, tool, or process in their job because she knows it will be good for the employee and her department.

Do not be the Manager who fails to ask her team to grow, change and develop.

Decide to be the Manager who asks!

Regards,

Joel



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