

Play Nice in the  
**SANDBOX**  
with Penny Tremblay

Build **Productive, Peaceful and Profitable**  
Relationship at Work

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“We don't  
see things as  
they are, we  
see them as  
we are.”

— Anais Nin



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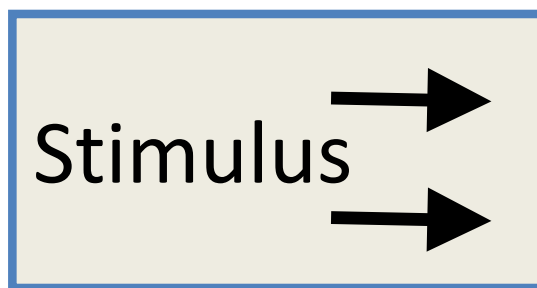
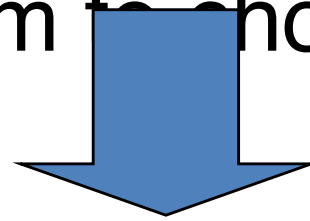
RESPONSE-ABLE



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## CHOICE

In-between stimulus and response, there is  
freedom to choose.



**Freedom  
To  
Choose**





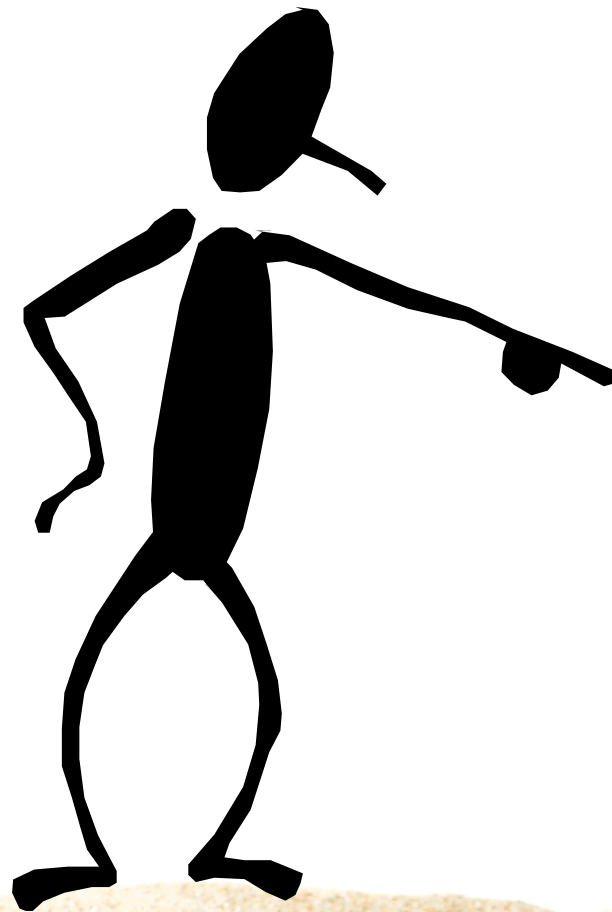
I Am  
Responsible

RESPONSE - ABLE

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## POINT THE BLAME



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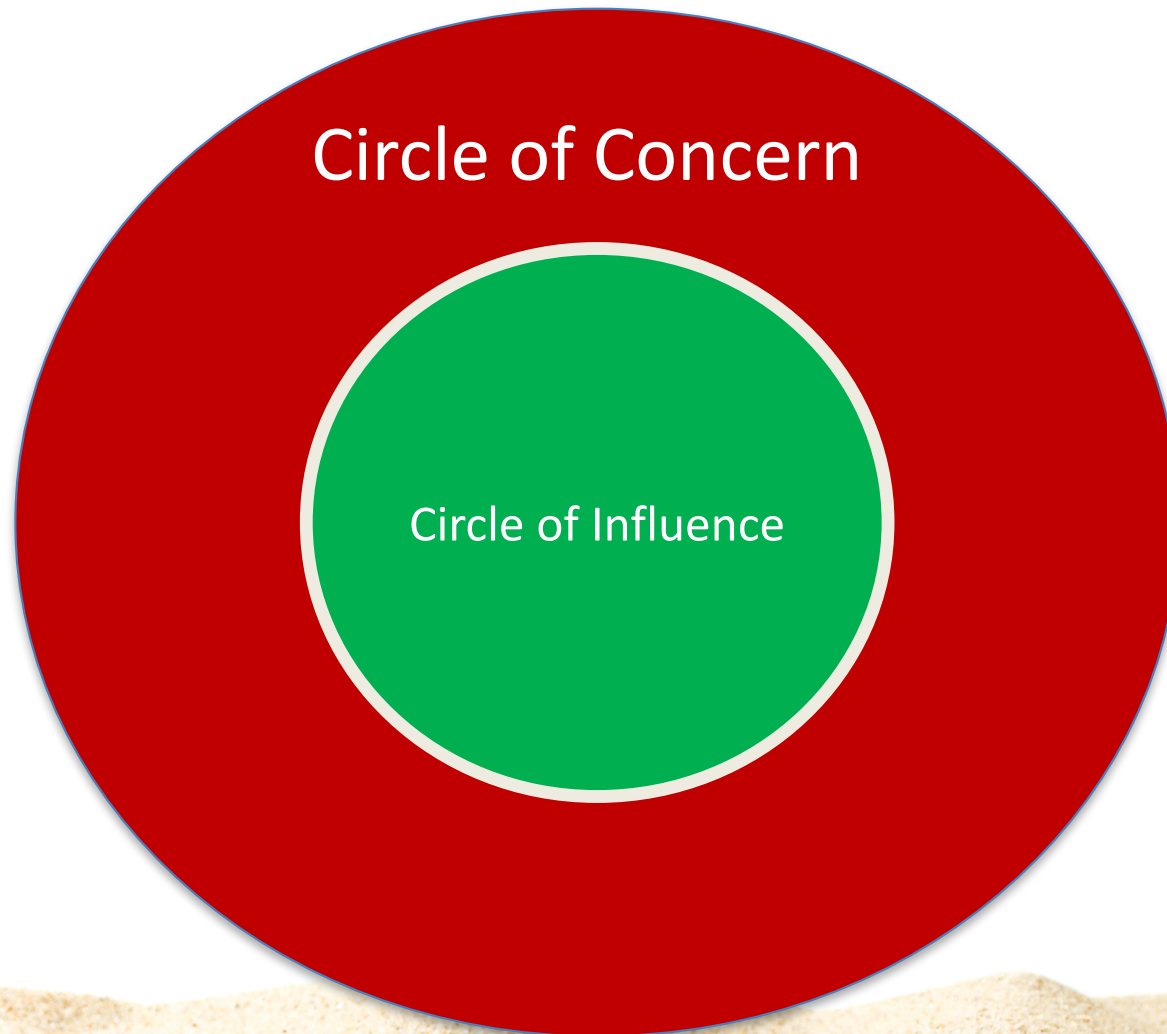
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# Better Look At ME



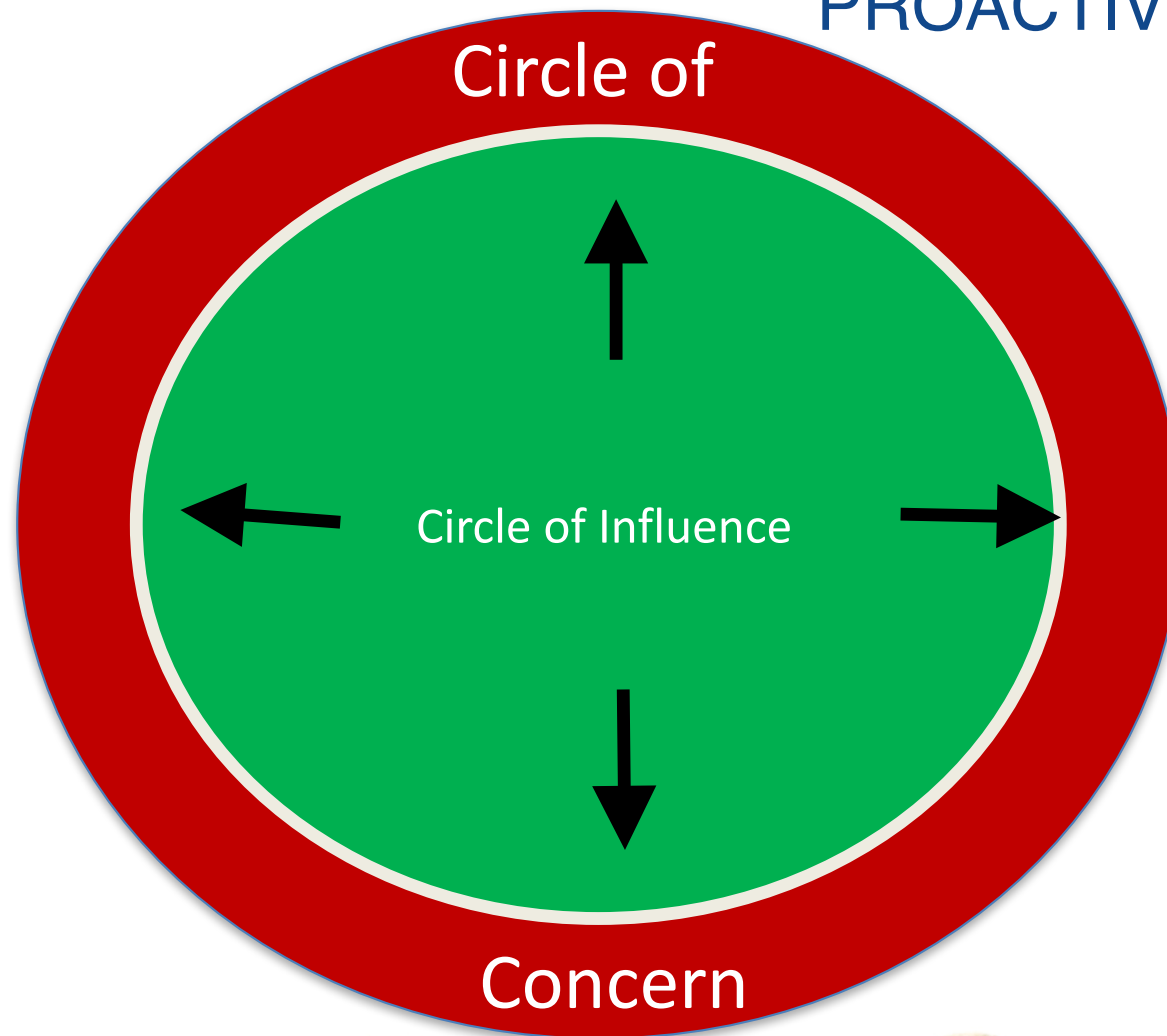
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## THE CIRCLE OF INFLUENCE





## PROACTIVE FOCUS



## WHITEBOARD COMMENTS: GROUP CONCERNS

### CIRCLE OF CONCERN

making money

not having an industry to return to

nervous about the safety of the workplace doing the work

people not reading / learning / listening / growing

lack of business / profit /

lack of understanding or prior guidance

awareness of my products and services

work / life balance - caring for family and self at same time

supplies are difficult to obtain

increased level of sensitivity of people

media backlash - reputation

lack of control

feel overwhelmed

fear of unknown

confusion

## WHITEBOARD COMMENTS: GROUP INFLUENCE

### CIRCLE OF INFLUENCE

take time to plan

support your industry

listen - learn and grow

be informed on regulations

be confident, have faith, be courageous

be a good influence for others

taking advantage of CoVid relief, response

stay connected with your community

leverage technology

# FREEDOM



*“The price of FREEDOM is RESPONSIBILITY”*

*~ Winston Churchill*

# SALES STATISTICS

**48% OF SALES PEOPLE NEVER FOLLOW UP WITH A PROSPECT**

**25% OF SALES PEOPLE MAKE A SECOND CONTACT AND STOP**

**12% OF SALES PEOPLE ONLY MAKE THREE CONTACTS AND STOP**

**ONLY 10% OF SALES PEOPLE MAKE MORE THAN THREE CONTACTS**

**2% OF SALES ARE MADE ON THE FIRST CONTACT**

**3% OF SALES ARE MADE ON THE SECOND CONTACT**

**5% OF SALES ARE MADE ON THE THIRD CONTACT**

**10% OF SALES ARE MADE ON THE FOURTH CONTACT**

**80% OF SALES ARE MADE ON THE FIFTH TO TWELFTH CONTACT**

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When I teach people how to play nice in the sandbox and move...

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To follow the last blog post Is Passion for Business Affecting...

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### Is Passion for Business Affecting Your Marriage?

As business women, we may feel that we must make a choice between...

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