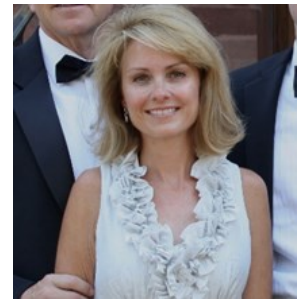


PRO CHEM SPOTLIGHT

BEST MONTH—JULY 2023

Congratulations to **Lisa Singerman** on having her best month ever in July. Lisa sold \$35,871.93 and 27 orders in July. Lisa attributes her best month to cold calling on her dormant accounts. She went back and revisited accounts that had quit buying from her. She said once she started getting orders, it motivated her to continue to visit other accounts and increase her sales. Being a part of the coaching program and having a supportive team has also motivated Lisa to call on new prospects and be a role model for her rookie on getting new accounts and increasing her sales.

Way to go, Lisa!



Donna Day had her best month ever in July. She sold \$25,744.12 with 28 orders. Donna attributes her best month to asking for referrals. Especially being in a new territory, she has been doing a lot of cold calling, and using the names of her current customers to show prospects other companies that are purchasing our products. She makes sure to always take samples in for the customers after researching their business the night before and bringing items they will be able to use. She keeps a binder of all of our promos and specials to show them what we have to offer. She also tries to get in front of the end user and not just the purchaser. One good tip from Donna that helped her is she always tries to dress according to her customer and keeps the proper safety items on hand so that she can walk around the facility and she always remembers to follow-up after visiting a customer. Awesome job, Donna!



MILLION DOLLAR MILESTONE



Congratulations to **Heather Schofill** for reaching **\$4 Million Dollars** in sales. Heather is based in Macon, GA. Heather came back to Pro Chem after a break 13 years ago and has not missed a beat. She has continued to grow each year since her return, and we couldn't be prouder to have her on the Pro Chem team. Congratulations, Heather!



Join us in extending a warm welcome to **Mistie Tuggle**, who is joining the Pro Chem family as our latest Sales Account Executive based in Austin, TX. With a proven track record in previous recruiting roles, Mistie brings a unique perspective to our team. We are excitedly looking forward to witnessing her drive and accomplishments at Pro Chem. Mistie will be coached by Kendall Kilby. Welcome to the team, Mistie!



Please join us in giving a warm welcome to **Trista Compton**, who has joined the Pro Chem team as our new Sales Account Executive in Columbus, OH. With an extensive background in sales roles, spanning several years, Trista brings a wealth of experience to our team. We are eagerly anticipating the great contributions she will undoubtedly make at Pro Chem. Trista will be coached by Lisa Singerman. Welcome aboard, Trista!

SPREADING GOOD, NOT GERMS: OUR LATEST DONATION EFFORTS AT WORK!

Pro Chem is committed to its corporate responsibility to help and support the community and create an influence on the lives of others. In July 2023, Pro Chem donated a total of \$22,000 of hand sanitizer and surface wipe products to **Creating Connected Communities** and **JF & CS**. The organizations plan to use the products at their large events, to create a safe and healthy atmosphere for all of its attendees.

Creating Connected Communities is an Atlanta nonprofit dedicated to enhancing the lives of children experiencing hardship through community programming, while also empowering teens to become engaged community leaders and volunteers. – Creating Connected Communities

JF & CS helps individuals and families of all faiths live to their full potential. Since 1891, the organization offers programs and resources to transform lives. The experienced professionals bring integrity and compassion to their work in the fields of aging and older adults, career counseling, dentistry, mental health, intellectual and developmental disabilities, and need-based support services. – JF & CS

