

# PRO CHEM SPOTLIGHT

## LARGE ORDERS

Congratulations to **Megan Deane** on her best month in August! She had 2 large orders that attributed to her personal record breaking month. She sold \$6,100 to her transportation department, selling mostly **Thirsty, Germ Enforcer, Orange Gloves, Disinfe-X, and Space Guard**. Megan obtained this customer from a VA Pupil Transportation tradeshow where she was able to meet with different prospects in her territory. She ensures that her customer is always stocked with their Pro Chem products for the school year, organizes the products for them, and sets min/max stock levels for them. Megan mentioned that she receives this sale about once a quarter and checks in with them before any school break to make sure they have enough product in stock. Megan also had a \$11,300 order to her utilities department, selling 40 pails of **Red Hot**. She mentioned that when comparing Red Hot to other companies' products, Pro Chem's might be a little more expensive, but it works much better. Customers usually have to use 4-5x more when using competitors' products. Keep it up, Megan!



## REOPENING LEXINGTON, KENTUCKY: SHANNON BARNES

**How did you increase your business?** When with a customer, I try to scrape the bottom of the barrel. I will brainstorm with the customer any and all products that we can think of that might be worth a try. Almost everything is presented as a try product, not a forever product. I let them decide later that it is a forever product and hopefully increase quantity which has worked well.

**What changes did you make to how you prospect and open new accounts?** I am still new, but I have learned that focusing on the quality of time I spend with a customer, instead of the quantity of customers I see, has allowed me to be present with my customers and likely build trust, as well as learn about different industries. Hitting and running for the sake of business doesn't create real growth for me. I have to go slow, root myself to where I am and absorb, and then present as much knowledge, service, and options as I can at this time.

**What is different now about how you work your day than when you started?** Sticking to a route as much as possible like my coaches, Beth and Sheila have taught is what has helped. I also am aware of the energy I am conveying. A few hard rejections can change my whole countenance at times. So many times I will pull over and take a breath and find my motivation again.



**What motivates you each day you work?** Like many people, I can be hard on myself or get discouraged. There are people we love that we would never say a harsh word to, but we will absolutely destroy ourselves seemingly on autopilot at times before we even know we are doing it. When this happens, I can hear an overwhelming "CAN'T" feeling.

To overcome this, I focus on the truth. The truth is not only can I, but I already have. I already have sold to new customers. I already have grown my sales. I already have made friends out of customers. I already have learned many new products and industries.

So when that feeling comes, I remind myself that this voice is a liar because it isn't taking all of me into account. We deserve to carry our rewards with us, just as much as our failures, which seem to have more luggage space at times. So I am trying to make my capacity to carry my accomplishments and joys larger than my capacity to carry my failures and fears.

# BEST MONTHS

## AUGUST 2023



Carol Boever  
Sold \$40,932  
3rd Time Hitting Best Month This Year



Megan Deane  
Sold \$43,282



Beth Preiser  
Sold \$52,267  
2nd Time Hitting Best Month This Year



Lisa Singerman  
Sold \$36,420  
2nd Time Hitting Best Month This Year (consecutive months)

# PICTURES FROM THE AUGUST MEETING

