

# PRO CHEM SPOTLIGHT

## RSVP!



Click image above to RSVP to the 2024 Annual Meeting & Awards Banquet



In honor of October being Breast Cancer Awareness month, Pro Chem will donate \$5 to the Susan G Komen Foundation for every order sold between Monday, October 23 – Monday, October 30, 2023.

## Congratulations!



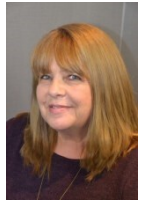
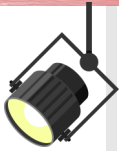
**Shannon Barnes** sold a 265 gallon tote of Super Shine to a transit department in his territory. Way to stay persistent and follow through, Shannon!



**Stacey Shoemaker** sold a \$10,000 order of Citra Solv Quarts to one of her county school boards. Way to go, Stacey!

## IN THE SPOTLIGHT: MARYANN OSTRANDER

**Maryann Ostrander** joined Pro Chem 22 years ago in our Purchasing department and she has made a true impact at Pro Chem. She is known for her extensive product knowledge and is always ready to assist our sales team and customers, alike. Throughout her career, she has consistently demonstrated dedication, positivity, and expertise, making her an asset to Pro Chem. We'll miss her as she prepares for retirement in March 2024. Thank you, Maryann, for your contributions and loyalty to Pro Chem!



## NEW ACCOUNTS IN SEPTEMBER:

### BETH PREISER

**Beth Preiser** opened 11 new accounts in September. After 8 years at Pro Chem, she is on a roll and continues to expand her Pro Chem business. Beth attributes her new accounts to time management and planning. When she has a customer that cannot meet or cancels their meeting time, she spends that time cold calling. Beth said "it's easy to get out of the habit of cold calling and it is something I have forced myself to do." Each time she does it, it gets easier and easier, and she doesn't have the anxiety that comes with it and has gained more confidence in talking to new people. Beth's success is also attributed to her understanding of the industry. Beth has also been very persistent in following up with potential customers and reassuring the buyer that she remains committed to them even after the sale. Lastly, Beth also recognizes customers' interests and hobbies, which helps customers open up quicker. Beth has started to notice younger professionals in manager positions throughout the field and makes a point to commend them on their job and show interest in trying to help make their job easier using Pro Chem's reliable products. Beth continues to plan her days with cold calling in between appointments to take her business to the next level. Congratulations on a successful month, Beth!



### KEVIN KLINE



**Kevin Kline** opened 8 New Accounts in September, by asking for referrals when visiting customers. He also utilized the Pro Chem promotions to help create urgency for the sale. One customer that helped Kevin reach his 8 new accounts was a multi-location account that bought out one of his customers. He visited the other locations of the new company in the area and showed the flyers and promotions that Pro Chem had to offer and closed the sale. Great Job Kevin!