

# THE PERFORMANCE GROUP INC.



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Call me today!



Call me today and use the code word "**exposed**" to receive 10% off of any workshops presented through March 2010.

I am trying something new at The Performance Group and you've been selected as part of a focus group. My goal is to provide brief articles and quotes each month that managers and supervisors can use to continuously challenge and inspire their teams! Please be brutally honest and let me know your [opinion](#). If you like what we've done for you in the past, we would appreciate you passing this on to one of your clients who we might be able to help. Our number hasn't changed. You can still contact me personally at (304) 757-8125, I'd love to hear from you. Thanks in advance!

Chuck

## What "season" are you in?

Last weekend I enjoyed a relatively rare opportunity - time on my farm in the dead of winter. As I drove around on my tractor, I saw things I don't usually see during the other seasons. With the leaves gone, I could see the houses across the river...meaning they could also see me. With the underbrush gone I could see the ground and every hump, bump, log, stump, and hole that I would normally run over in the summer. To put it bluntly, my farm was "**exposed**." I saw good and bad. I saw things that I needed to fix and things that I need to clean-up. Winter was allowing me to see *everything*.

The voice inside my head said, "This is an awful lot like business." Each has its own season, or times, when it is exposed. Busy times and fast growth expose inefficient order fulfillment processes and poor customer service. A lack of sales can force businesses to tighten their belts, exposing unnecessary expenses. High turnover and conflict among team members can expose the need for training and planning. Think about it. When is your business "exposed?"

Call me today at 304-757-8125 so we sit down and discuss (and prepare for) the seasons that you will face in 2010.

Sincerely,

Chuck

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