



TIP OF THE WEEK

June 17, 2008

Here's a teambuilding activity that you may find interesting. Choose a book on sales, or leadership or management and have your team read it. Then meet to discuss it. Ask each team member to discuss ideas they had when reading the book that can be applied to specific problems in your organization. Here are a few books I would recommend:

Good to Great by Jim Collins

Spin Selling by Neil Rackham

Getting to Yes by Fisher and Ury

How to be a Rainmaker by Jeffrey Fox

Any time you and your work-mates discuss things collectively; good ideas about your business will emerge.

Reading is fun-damental.

Good luck. Work **ON** your business. Stay in touch.

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