

October 31, 2017

TEGG Key Strategic Essentials

TEGG contractors have access to a business model with a proven growth strategy, as provided through the TEGG System®. Each month going forward, we will review the TEGG Key Strategic Essentials to help you implement the system to grow your business. We want to help you become the **Ultimate Sales Machine**, **Exceed Expectations**, be **Best In Class**, and **Build Champions**.

Grow Your TEGG Business – ULTIMATE SALES MACHINE

- ✓ Invest in people for Sales and Leadership
- ✓ Implement the TEGG System
- ✓ Utilize Bundled Energy Solutions (BES) Connect
- ✓ Leverage Cross-Sell Opportunities with ABM and Linc Service

Operational Excellence – EXCEEDING EXPECTATIONS

- ✓ 100% Referenceable
- ✓ Conduct C.A.R.E. Visits and Utilize Net Promoter Score
- ✓ ThinkSAFE
- ✓ Drive Process: Operational Absolutes and Disciplined Project Review Processes

All Master TEGG Processes – BEST IN CLASS

- ✓ Best in Class Systems and Processes: GM Absolutes
- ✓ Leverage TEGG Tools, Technology, and Optimize Systems
- ✓ Focus on Benchmarking, Tracking, Measuring Cost Control, and Safety
- ✓ Management Objectives

Leadership Development – BUILD CHAMPIONS

- ✓ Utilize Employee Onboarding Plans
- ✓ Define Clear Goals and Objectives
- ✓ Provide Educational Opportunities through TEGG University
- ✓ Recognize and Reward Results

Look for more information in the coming months on TEGG Mobile and contact your Area Vice President if you have questions.



Mark Newsome
President