

From the Desk of Mark Newsome

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Best In Class, Part III

The [TEGG Key Strategic Essentials](#) were established to help every TEGG franchise grow their business. We aim to illustrate how each essential can help you do that through implementation of the TEGG system. In this month's feature, we will spotlight *Best In Class Systems and Processes* to help you become **Best In Class**.

All Master TEGG Processes – Best In Class Focus on Benchmarking, Tracking, Measuring Cost Control and Safety; Management by Objectives

It's impossible to measure growth and progress without keeping track of where you've been. You can't see how you're growing and improving without taking the time to record benchmarks to help reach objectives, and track your costs and safety goals.

As a TEGG Contractor, you are encouraged to take advantage of a variety of ways to track your business to ensure it stays on track to grow and succeed. All of the TEGG processes are detailed in the [COM Library](#) on TEGGNet. Some of the highlights include:

- [COM Section 2](#), which provides vital Sales, Advertising and Promotions programs and procedures to help benchmark, track and measure performance throughout your franchise. Some of the highlights to help keep you on track include [Client Opportunity Analysis forms](#), [Client Information Sheets and the PSE Inventory](#), sales plans and activity logs and reports, and the [Maintenance Sales Plan Development Form](#).
- [COM Section 3](#) provides a comprehensive look at how to effectively run and operate your franchise's Operations. There are several valuable tools in this COM to help not only track and set objectives for your business, such as the Agreement Status Board, Maintenance Agreement checklists and spend plans, but also [Customer Assurance Review and Evaluation \(C.A.R.E.\)](#), and agreement escalation plans.
- Safety is paramount, which is why [COM 3, Title 19](#), is such an important document. It covers the TEGG Safety Program, and provides guidance on mandatory safety programming, testing procedures and more.

Along with the COM Library, TEGGPro is a great resource for benchmarking, tracking and safety. TEGGPro offers a variety of features, and is covered in [COM Section 8](#).

Along with the COMs and TEGGPro, we encourage you to take advantage of our [ThinkSafe](#) website and the SafetyBuilder section of ProposalBuilder to create a safe workplace for your team.

Make sure you take full advantage of all of the resources that being a part of the TEGG network provides you. The proven tools and technology, and systems will help keep you on track to continue to grow your business and achieve success.



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