

From the Desk of Mark Newsome

August 31, 2018

Ultimate Sales Machine, Part I

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 *Invest in People for Sales and Leadership* to help you succeed in becoming the **Ultimate Sales Machine**.

Grow Your TEGG Business – Ultimate Sales Machine

Invest in People for Sales and Leadership

As trusted advisors in our partnerships with clients, it's important to make sure our teams stay ahead of the curve. Professional development for every member of your team is especially important to see your business continue to grow and succeed.

ABM Franchising Group provides online and classroom educational opportunities for every member of your team through [TEGG University](#).

TEGG University offers more than 90 job-specific courses, including leadership and management training. It also offers your team members the opportunity to earn [Associate Degree and Bachelor Degrees](#) to further their education.

In addition, TEGG University offers an [Executive Education](#) program, online [Skillport Learning](#), [Battle Staff Rides](#), [Customer Service Certification](#), monthly [Department Summit webinars](#), and technical training through the [AVO Training Institute](#).

For the ultimate learning experience, franchisees are encouraged to attend ABM Franchising Group's annual Continuing Education Conference. The [2019 Continuing Education Conference](#) is February 7-9, at the Hyatt Regency Atlanta in Atlanta, Ga. This annual event brings together Linc Service and TEGG franchise employees from across the globe for educational sessions, networking opportunities, and awards and recognition.

For your business to be successful, your employees must succeed. ABM Franchising Group understands that this takes an investment on the behalf of each TEGG franchise. It is an investment of time, tuition and travel.

These expenses are just that – an investment in your people. This investment will be realized through a well-trained, engaged team.

Be sure to take advantage of TEGG University and the 2019 Continuing Education Conference. They offer some invaluable opportunities to develop your team and grow your business.

A handwritten signature in black ink that reads 'Mark Newsome'.

Mark Newsome
President