

January 31, 2018

Build Champions Part 3

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 "*Recognize and Reward Results*" to help you **Build Champions**.

Leadership Development – Build Champions*Recognize and Reward Results*

It's hard to believe the 2018 Continuing Education Conference has already passed. This year, 1,200 Linc Service and TEGG contractors and ABM employees attended the conference, and many were recognized during the annual President's Award Presentation. It was wonderful to recognize so many of our employees for their accomplishments in 2017, and we hope that celebrating their accomplishments motivates all of us to perform to our best in 2018.

A full list of award recipients is available [here](#), and on [TEGG Mobile](#).

While the educational sessions are essential to help us stay ahead of the curve in our industry, the recognition and awards portion is equally important. It's important to remember to take time to recognize the hard work, time and effort our employees put in every day to help us all succeed. By celebrating our recent success, we're driven to succeed further.

Another motivating tool is our annual Sales Program, which gives Maintenance Sales Representatives and DES Sales Representatives opportunities to win prizes for reaching sales goals. If you didn't sign up at the conference, you can still can by contacting [Loren Smith](#). The registration deadline is April 1.

For more information on the 2018 Sales Program, view the [official rules](#) or [COM #1, Title 8](#).

With all of the insight from the Continuing Education Conference's sessions, motivation from the awards presentation and networking, hopefully you are now on track to create opportunities for you and your team in 2018!



Mark Newsome
President