

## TEGG Hosts Inaugural Maintenance and DES Sales Forums in June

Nearly three dozen attended TEGG's inaugural Sales Forum on June 12 in St. Louis, Mo, at Aschinger Electric Company, and June 14 in Charleston, SC, at the Charleston Electrical Contractors Association's Training Center.

Maintenance and DES Sales Forums are designed to allow Sales Representatives in the TEGG network to collaborate with their peers, while growing and strengthening their selling skills in a relaxed atmosphere.

"We had a very good turnout for our first sales forums, and are excited to plan more of them in 2019," said Jason Huber, TEGG AVP and Maintenance Sales Advocate.

"Both forums were very productive and provided a great chance for sales representatives in the TEGG network to share ideas.

"The goal of these sales forums is to not only be informative, but also to provide those in the network with fresh, new ideas to help grow their sales. We are very excited to plan for additional sales forums next year, which we're hoping will have even more attendees."

The forums, led by Huber and TEGG AVP Jeff Buennemeyer, addressed several topics focused on growing sales, ranging from key strategies and discussions to grow top-line sales, and new sales tools such as the E-Call Flipbook and leveraging ProposalBuilder's analytics. It also provided technical trainings with George Vlachos of AEMC Instruments, including power quality, insulation resistance, grounding and de-energized transformer maintenance.

The participants in St. Louis included:

- **Joe Baker** of Humphrey & Associates, Inc.
- **Lance Crayton** of Aschinger Electric Company
- **Bennett Dixon** of ECA Service, Inc.
- **Chuck Fox** of ASG Electric
- **Tom Hathaway** of Bass Electric
- **Russell Higgins** of Humphrey & Associates, Inc.
- **Shawn Judkins** of Shawver & Son, Inc.
- **Bo Kendall** of Seahurst Electric, Inc.
- **Kevin Layton** of Aschinger Electric Company
- **Joe Nolke** of ECA Service, Inc.
- **Brian Pyle** of Seahurst Electric, Inc.
- **John Sloan** of Shawver & Son, Inc.
- **Mike Toledo** of Aschinger Electric Company



The 14 attendees at TEGG's Maintenance and DES Sales Forums in St. Louis met at Aschinger Electric Company.



The 20 attendees at TEGG's Maintenance and DES Sales Forum in Charleston met at the Charleston Electrical Contractor Association's Training Center.

The participants in Charleston included:

- **Jeff Beukema** of Transworld, Inc.
- **Chip Boles** of Craft Electric Company, Inc.
- **Steve Borland** of Crosby Electric Company, Inc.
- **Dustin Elswick** of Bopat Electric Co., Inc.
- **Steve Gillespie** of Transworld, Inc.
- **Jay Godfrey** of Craft Electric Company, Inc.
- **Lamar Green** of Transworld, Inc.
- **Carl Griffin** of Transworld, Inc.
- **Ryan Hubbard** of Crosby Electric Company, Inc.
- **Dave Kellerman** of Watson Electrical Construction Company
- **Ted Lowther** of Kroon Electric Corporation
- **Gabriel Medrano** of JM Electric
- **Hector Orellana** of Humphrey & Associates, Inc.
- **Martin Perrone** of Carpenter Electric, Inc.
- **Jim Ritter** of Transworld, Inc.
- **Drew Robertson** of Transworld, Inc.
- **Dave Schlapkohl** of Humphrey & Associates, Inc.
- **Mike Simpson** of Watson Electrical Construction Company

“We had an overwhelmingly positive response on the technical training, because it allowed the sales reps to learn more advanced technical skills to differentiate themselves from other companies,” Huber said. “They’re all looking forward to additional technical trainings in future sales forums and other events.”

The sales forums were hosted by TEGG University. For more information on upcoming courses, please view TEGG University’s [Training Schedule](#), or visit [TEGG University](#).

TEGG University offers about [80 job-specific, leadership, and management training courses](#), both on-site and online. It also offers [Associate Degree and five Bachelor Degree programs](#).

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

For more information on enrolling in TEGG University courses or degree programs, or training programs, contact ABM Franchising Group’s Manager of Education and Training, [Kristin Wissinger](#).

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