

# 2012

# Mark A. Watkins

## *Personal Mission Statement*

God has uniquely designed me to be a change agent by using my teaching and influencing abilities to mentor, train, and lead others. I feel His pleasure when He uses me to guide and coach others in an exciting but logical way, to become better than they were before they knew me. My primary focus is to discover and direct other's talents, and to show them the way and encourage them.

## *Professional Focus Points*

- 🕒 Drive for Results using Situational Leadership & Bonus Worksheet
- 🕒 Daily Communication & Accountability (AM/PM)
- 🕒 Follow the Rule: Call it...<sup>BS</sup>when you see it
- 🕒 Make sure I Handle and Prioritize What is Critical, What is Important, and What is Nice to Have
- 🕒 Build a Website to Better Understand the Process to be able to Utilize the Experience on Sales Calls