

Mark A. Watkins 2013

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

- Daily Communication & Accountability (AM/PM)
- Increase New Business Team Sales by 15%
- Walk Reps Down the Path of Self-Discovery to Determine 1-2 Main Focus Points of Improvement and Put Together a Plan Using S.M.A.R.T. Goals and Support and Hold Accountable to Completion
- Encourage the Heart and Inspire Others to Reach Their Full Potential
- Build a Website to Better Understand the Process to be Able to Utilize the Experience on Sales Calls