



Attendee Chat Log – July 14, 2020

Gary Smith to Everyone Next year	1:03 PM
Jeremy Cott to Everyone Q1/21	1:03 PM
Jim Nino to Everyone Q1/21	1:03 PM
Lori Bruno to Everyone Next year	1:03 PM
Jani Duffy to Everyone early 2021	1:04 PM
Lisa Higdon to Everyone Early 2021	1:04 PM
Bruce Scoggin to Everyone Q3 2021	1:04 PM
Mike Murphy to Everyone Likely, early 2021...	1:04 PM
Heidi Christensen to Everyone Never in Washington State	1:05 PM
Tobi Cornell to Everyone I have heard the same thing, Chuck!	1:10 PM
Bruce Scoggin to Everyone adapt, adopt move on	1:18 PM

1:21 PM
Bruce Scoggin to Everyone
read The Machine by Justin Roff-Marsh, subtitled The Death of Field Sales - a game changer

1:24 PM
Bruce Scoggin to Everyone
<https://info.ballistix.com/sampler-id-dofs-2020>

1:24 PM
Zachary De Villers to Everyone
Chicagoland - we did a demo of Sam Richters that went really well.

1:26 PM
Gary Smith to Everyone
that would be a great topic for a chapter meeting

1:26 PM
Gary Smith to Everyone
We also did a Steve Turner meeting on TEAMS

1:27 PM
Jim Nino to Everyone
Teams only for Mil cusotmers in San Diego

1:27 PM
David Norris to Everyone
How has the lack of principal travel impacted your use of time and efficiencies?

1:36 PM
Zachary De Villers to Everyone
Makes it very important to have a good Rep CRM...

1:44 PM
Jeremy Cott to Everyone
44% below 40

1:45 PM
Lori Bruno to Everyone
33% Below 40....

1:45 PM
Chris Burke to Everyone
25% below 40.

1:46 PM
Gary Smith to Everyone
all of my people are over 40

1:46 PM
Tobi Cornell to Everyone
Some manf are better than others at providing their campaign products to us. All have been excellent lately at providing training to us and to our channel branches.

1:46 PM

Gary Smith to Everyone

my next hire will be an apprentice with the goal of taking over in time

1:49 PM

Bruce Scoggin to Everyone

leads???

1:53 PM

Jim Nino to Everyone

plenty of newsletter apps out there to create the reps own "branded" newsletter.

1:54 PM

Tobi Cornell to Everyone

We normally always hand deliver our samples, however of course we cannot do that right now. We're shipping samples to the customer's office or to their house, and following up with the engineer via phone and/or email to get test results and make sure they were received.

1:54 PM

David Norris to Everyone

AOL???

1:55 PM

Jani Duffy to Everyone

Some of my Reps meet with their engineers in the parking lot to deliver samples. It all depends on the customer.

1:59 PM

Gary Smith to Everyone

Well said Walter

2:00 PM

Jani Duffy to Everyone

thank you!!!