

## TXSales13



This message was sent with High importance

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**From:** Martin, Scott  
**To:** Dallas C&I Agents; Houston C&I Agents  
**Cc:**  
**Subject:** Is their a lesson to learn?  
**Attachments:**

Phil Morris has been the top sales agent in the Dallas office ever since he came on board? Why? Well, one reason is that he has experience in energy sales in the Texas market. The other big reason is his attitude and professionalism. Phil will be the first to tell you that our monthly minimums are an afterthought to him...he is focused on much more than that. Below are some statements from a recent e-mail, from Phil to David Quesenbury, that I feel give a glimpse into why Phil is so successful.

*"Don't look now but I'm at \$8,000 in medium for the pay period and \$26,362 total for the month so far. Tomorrow I will turn in Maxx Auto which is small with 6 meters about another \$2,000 in margin. Next week, more Napoli's".*

*Like I said before, I have a never ending pipeline.....it's called a system and working and not waiting for something to happen to cause a bunch of business to fall into my lap."*

Phil, thanks for all of your hard work and commitment. May your "never ending pipeline" remain full!  
Best of luck to all of you!

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