

iMessage
7/20/23, 8:19 PM

Let's chat first thing tomorrow. Give a call anytime after 8a

Sorry was just about to call you back now.

Morning works just the same

Liked "Morning works just the same"

All good news. Talk then

Have a good evening

Just want you to hear it before team call. You as well

7/21/23, 9:36 AM

How's your morning?

7/21/23, 3:08 PM

I appreciate the comments on the call. And support overall. It's all just a talking duck until it's not so less quacking and now we execute. Keep me honest. Keep me informed. I am fully onboard to making that plan a reality. I just need the buy in. Thank you brotha

You got it. With ya 100%.

8/11/23, 4:10 PM

Great job this week and thanks for sharing your planning via email

Thank You Steve! My sales tracker is updated as well.

I really appreciate you embracing that. See you Monday at the office

I'll be there and we have a 10a conf call

Liked "I really appreciate you embracing that. See you Mo..."

8/11/23, 5:57 PM

feel free to give me your notes on my plan/tracker Have a great weekend.

I will Monday morning at the sales meeting. Overall it's great and gives us data to talk through. Really good stuff. Have a great weekend

Liked "I will Monday morning at the sales meeting. Overall..."

8/12/23, 9:20 AM

Looking for a dinner suggestion in Philly for my daughters bday. Where would you suggest? Having trouble getting everyone on board at a specific place. Whatcha got? Thanks!

Little Nonna's is the best Italian and young people love it

8/12/23, 1:10 PM

will look at it. Thanks

8/16/23, 5:06 PM

Running behind. What is the scene there

I'm on my way there now

about 20-25 people here

We are on the phone with our benefits partner and need to get this set up for you guys and our families so not sure we can make it

I'd rather you focus on that! All good.

8/16/23, 7:24 PM

Hope it went well. I'll see you at the grow networking event 730am

It was a good event. Jerry from Renegade was there and his boss Bobby was there. Bobby will be at the meeting tmrw morning. Try to arrive by 720-725. See you there.

ended up being about 45-50 people there

Excellent. I'll be there.

Liked "Excellent. I'll be there. "

8/17/23, 6:56 AM

730 eta

Liked "730 eta "

come in the side door - private events we are in a meeting room

8/17/23, 8:58 AM

I saw you weren't on the invite for headshots in ft Myers. It's not at the office. Just in case you are planning to go for headshots this am here is address

3817 Kelly St
Fort Myers, FL 33901, USA

Derek sent an email w that info. 👍

8/17/23, 7:28 PM

I will call your cell in 5

8/18/23, 7:29 AM

I'll be on in 3 min

ok

8/23/23, 8:00 AM

I'll call you in a few min cool?

Ready when you are

8/23/23, 9:03 AM

You asked to touch base again this am but can you knock out your qualifying call with Rick this am and call me after to address your topics and for me to hear how it went. Remember:

- qualify
- close by booking the next meeting (Monday 9am)
- close with the approach of ensuring it's not a tire kicker. Be direct. It's an investment of your time. Get commitment he has serious intent

I wanted to share some results from my follow up calls yesterday
Booked 3 1-1 appts including having a BIA (Building Industry Assoc) rep come to our office Tues 10a. Saw it was open on your schedule.

Book it

on a call. will ring u back

8/25/23, 3:55 PM

tracker updated/email sent ?s feel free to reach out

Thanks. Good week. See you monday

Liked "Thanks. Good week. See you monday"

8/29/23, 7:48 AM

are you staying in town?
don't think it's going to impact us too bad but most businesses seem to be closed today and tmrw
had my 2p meeting today cancelled.

I fly out at noon. Booked it yesterday when it looked bad. Either way it's right call with all meeting cancelled

Liked "I fly out at noon. Booked it yesterday when it loo..."

grow cancelled their meetings

I'm working on returning next week (not certain at the moment) and I've decided to cancel the week long solar conference I was going to attend in sept. I need to be here and solely focused on the most important tasks at hand as it's been too many projects I'm now handing off this morning

Liked "I'm working on returning next week (not certain at..."

9/12/23, 11:45 AM

really disappointed to not hear a word from you
I told Derek I'd stay on in a 1099 capacity on Friday and haven't heard from him since
whiskey tango foxtrot

Hi Dave,

I was asked to hold off communication until you and Rick decided on next steps. I heard about the request to stay on as 1099 and I fully support it. My ask to Derek was to define what that cadence looks like from a sales leadership perspective so you and Rick have that cadence. I say Rick because I am no longer in a sales leadership role. My sales managerial role was interim with Jim leaving right when I started, so I leaned in to that role.

It was decided that the Sales Manager responsibility was conflicting with what I was hired to do which requires more attention. Therefore, I no longer share with Rick the responsibility to lead sales calls or ongoing communication with reps. Rick is my sales leader now too. I have two focuses: 1) tech stack, launching marketing, all things digital and 2) being a seller within the system I'm building.

You did not hear this announcement which came out yesterday. And like I mentioned, I was also asked to not engage until I heard for sure what Rick decided as that is officially his call with Derek

I wish you the best of luck. This has been a drawn out slog and it's disappointing to have started to build something and have the bricks I built knocked down without much consideration. Take care.

9/28/23, 9:30 AM

Saw you called. I've been mid move this week and will be settled Friday tomorrow. Can we talk then? What works for you?

Tomorrow is fine. Mid morning i'd probably best

9/28/23, 10:53 AM

Ok I'm free 930-1030am so anytime in that window please call whenever you'd like

Ok

9/29/23, 10:28 AM

Sorry. I got tied up this morning.

10/3/23, 11:04 AM

You free in 20-30 min? Can call you back then

Liked "You free in 20-30 min? Can call you back then"

12/11/23, 2:58 PM

Got your call. Ring me back when you can.

Are you free later for a call back?

Ok

12/12/23, 11:55 AM

Sorry to hear about SF. Good luck getting paid!

1/18/24, 10:39 AM

How did it go? Did you get anywhere with SF getting paid. Hope alls well.

Messy at the moment will be awhile until it plays out . Thanks for checking in appreciate it

Delivered