

THE SUPPORT TIMES

A Word From Our Leader

Well, here we are at the close of another year. Time moves so quickly and as I look back, I see how much we have accomplished in multiples areas. If there is one word that characterizes 2012 it is that “C” word – change! I want to tell you that you have navigated it well. In fact, better than I imagined, which says much about you.

Together you have formed dynamic teams and worked through the hard process of Forming, Storming, Norming, and, ultimately, Performing. While some are in various stages of the team process, I must tell you that it is a beautiful thing when I see a new team work through the hard process of becoming a team and arriving at optimal performance.

New additions will be coming to Support soon in a the way of building our new sales team. We have been busy interviewing for three full-time sales professionals

to join the Support Companies in order to accelerate our sales activity and results. At the present time, we have our final four applicants, and we will be using an outside sales management consultant to get us to our final three. All four candidates have had extensive backgrounds in professional level consultative sales and we will be busy training first quarter of 2013, so that they ramp up quickly.

On a personal note, I want to acknowledge that behind the successes of the Support Companies is a God whose hand is building and defending, and is the driving force behind the strength of Support. To that greatness, I humbly bow during this season we call Christmas and to all moments in between.

There is more to say, but the most important thing of all is that none of this would be possible without the talent and commitment

that exists in the staff of the Support Companies. I want to say that I am very proud of each of you.

With gratitude,

Rhonda Sheets

