








THE PACESETTER WAY HUDDLE NOTES

Wow!! Our last scoring drive looked a lot like the Falcons rolling over the Rams! As we deployed our strategic plans for 2017, many opportunities were created for alignment in support of Pacesetter.

Take the Success of Pacesetter Personally: Our primary goal is the long-term success of our company. You are a reflection of our organization and you must view your decisions and actions from this perspective. Understand the bottom line. Ensure that your investments of both time and money positively impact the profitability of Pacesetter. Align your focus to be in support of the following: Sales minus Cost equals Profit.

Some highlights of our plays:

-  Stephanie: Run Play - When we were in the breakout groups discussing the 2017 Rollout, I was asked what was needed to accomplish our goals. I said I firmly believed that by taking to heart The Pacesetter Way, we would meet our goals head on.
-  Jeff Derenski: Pass Play - Ryan Parisi does great work on his accounts. He is intentional about “getting it right the first time” and always makes himself available to help the team with questions.
-  Jeff F: Run Play – Take Success of Pacesetter Personally: By the definition, I carry myself accordingly as an associate of Pacesetter and am always focused on long term success.
-  Jeff F: Pass Play – Recognizing Tom for his teamwork and unselfish collaboration on a matter in the best interest of Pacesetter versus personal gain.
-  Thomas: Pass Play – We were working on a large RFQ in which the potential customer had already pointed out our major cost hurdle – outbound freight. I asked the team if we could reduce outbound freight if we negotiated our rate based on a full award scenario & provided the frequency with which we would need deliveries to be made. Melissa Blickem recognized that she had a contact at the logistics company we were communicating with and called on behalf of the team, relayed the data I had provided her with, and secured a reduced rate which was used in pursuit of new business.

Our focus Fundamental this week builds directly on our success last week:

Be Relentless in Improving Pacesetter: We own the process. Always seek new ways to identify, analyze, and improve existing processes within our organization. This increases profits, maximizes productivity, and accelerates our growth.

Remember that this doesn't mean we're flawless; it means we're striving for continuous improvement. I'm already on the board with a pass play for watching another associate react to a missed opportunity by driving communication to ensure it doesn't happen again. Great work!!

Let's take it to the end zone again!

Check in with us again next week to find out all the ways we represent this behavior during our next Monday huddle! And, be sure to comment on our [website](#) about all you are doing to live out these fundamentals!

