








THE PACESETTER WAY HUDDLE NOTES

Be Proactive: Take preemptive action by identifying the challenge or opportunity, weighing the positives and negatives of each option, considering the alternatives, and taking the appropriate action to create a positive outcome.

At last Monday's Pacesetter Way Huddle, we heard from several associates who actively practiced being proactive. We all know and understand how important it is to be proactive. Being proactive allows us to get ahead of an issue before it gets ahead of us!

Our highlights from last week include 3 Pass Plays and 2 Run Plays:

-  Kathleen to Jeff: Jeff Derenski spotted a customer pulling above forecast and proactively pulled together information to send to the customer to ensure we kept their pipeline stocked.
-  Stacie to Katelyn: Katelyn was proactive last week with some issues on orders that would be coming in. She knew that the chance of her being out this week would impact customers, so she took the time to make sure that they were taken care of.
-  Aviva to ELT: Aviva has asked the Executive Team to meet regularly to reassess the assumptions in the 2017 and see if anything needs to be adjusted.
-  Aviva called a meeting to be proactive about the passing on of the Pacesetter Way Huddle.
-  Tom S. proactively planned a trip to Houston to review transactional inventory needs.

Next, we will gather to share how we practiced Safety. We know that safety is critical at our service centers, our corporate office, and our home life.

Be Serious About Safety: Safety is crucial to our culture. By focusing on our environment, we become more organized, conscious of our activities, and aware of work flow. Safety and productivity are linked through our interactions with machinery, product and people. Every "near miss" is an opportunity to avoid future injury, loss, or disaster

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!

