



THE PACESETTER WAY HUDDLE NOTES

Honor Commitments... Just Do It! Do what you say you are going to do, when you are going to do it. Take personal responsibility for making things happen. Respond to every situation by looking for ways we can do it, rather than explaining why it can't be done. If a commitment can't be fulfilled, notify others early and agree on a new commitment to be honored.

Last Monday we enjoyed hearing how we honor our commitments . . . looks like we live this by just doing it!

-  Pricing Team: Run Play - Pricing honors commitments daily by supplying sales associates with quotes on desired due date so our customers can budget accordingly.
-  Procurement Team: Run Play - The Procurement Team honors their commitments by placing an agreed upon tonnage amount with certain mills in a specified time frame. If we are unable to honor our commitment because we cannot place the agreed upon tonnage amount or need a time extension, we communicate that with the mill up front.
-  Shannon to I-Rep Team: Run Play - All The I-Reps have honored their commitments by adjusting their busy schedules to shadow myself and Jennifer G each day during our training process. They have been very helpful.

Our next focus will be on creating win/win solutions. Let's get another touchdown!

Collaborate to Create Win/Win Solutions: Address each problem with the intent to uncover new opportunities that benefit all parties. Apply your creativity and enthusiasm toward the development of those solutions by learning to view situations from others' perspectives and apply them to your own decision making.

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!

