

## Letter from Tish

Happy summer all! Summer is a great time to take advantage of the weather, spend more time with your family, and refresh and recharge. Just as you need that time to regroup and refresh personally, summer can also be a good time to look at the health of your organization. With the slower pace of business in the summer, take advantage of it to look for solutions in areas of your business or with your teams that will benefit from a refresh and recharge.

After the lull of August, September comes back around and slaps us back to life. Be sure that your team is the “right team” and enabled to work at their best through the end the year in the most efficient, productive and successful way!

Read about ways other companies have been working with CANDOR to refresh, recharge and maximize summer time so that Q4 is focused and strong.

Have a safe and happy summer!

Tish

PS- looking for some beach reading? [Be sure to pick up HeadTrash 2!](#) This book focuses on how to deal with other people’s junk!

[Learn more about the book](#)



## Power Coaching Better Decisions Fosters Better Outcomes

Professional coaching is a valuable way to provide individualized opportunities for learning and growth but is an investment of both time and money. Because of this, many of the coaching clients we see are executives. This puts one or few people in a position to resolve company-wide issues and hopes for a trickle-down effect.

Power Coaching (PC) is a scalable and sensible solution to help arm more employees in an organization with the same skills and strategies. PC is new approach to ensuring employees are happy, healthy and well-balanced. We know office perks like pool tables, lunches and snacks, and in-house massages bring value to the team – adding PC to boost self-awareness, social and emotional intelligence and business techniques helps the team bring more value to the business!

Helping all employees make better decisions by addresses the issues is an effective perk all companies need to offer.

[More info](#)



## Selling with Style The Keys to Closing the Deal

Most businesses are always looking for the magic to unlocking the secrets to shortening the sales cycle and winning over more clients. Here is a hint – ask yourself “do I have the right sales team,” then ask “where are those areas they need help?”

Like any athlete and their coach, assessing and perfecting is the magic. Businesses are no different; they too want to assess the individual sales person and then enhance those specific areas of need to enhance performance. No two athletes or employees need the same attention, so focusing on the individual is the first step. Once that has been done, the next step is evaluating overall sales team and how they working together to grow the business.

***Selling with Style***, offers a new approach to building an individual sales person’s growth, combined with team development on the whole. By better understanding one’s selling styles and traits, and learning to observe and read your audience, sales people can be more effective in predicting their outcomes. And so can you!

[More info](#)



## Roadmap for Business Your First Toolkit For Success

Hiring and retaining valued employees remains one of the biggest challenges to business leaders today. Even though it is a priority, many organizations lag in talent management strategies and practices which unfortunately leads to employee exits.

Roadmap, our preparation and improvement platform is now available as an enterprise solution with a new approach to onboarding new hires into a company’s culture. Roadmap allows companies to easily structure interviewing, onboarding employees and intern integration, [learn about](#) their new hire’s behaviors and plans for their future success.

[More info](#)

