



December 17, 2009

## **Successful Selling**

**Working Together to Make it Happen**

## Rave Review



Stuart Weinman,  
Director of Sales,  
System Design and Integration

The *Get to the Points!* program has wrapped up just in time for the winners to score some awesome early holiday gizmos. Congratulations to our first place winner Marc Boileau, Account Executive (AE), Montreal, who forwarded the most leads to our SDI division, earning himself a 54" Panasonic plasma television. The second prize went to Ryan McKinnon, AE, Halifax, who received a 46" plasma TV for his efforts.

Two remote-control-bound thumbs up to Rosendo Mendoza, the Technical Services Manager (TSM) onsite at Microsoft Canada, whose third-place position earned him a 42" plasma TV. In addition, Paul Skorez, TSM at the Intercontinental Toronto Centre, whose leads generated the most revenue overall, also walked away with a 42" plasma TV.

On the whole, Rentals produced almost 175 leads which translated into over \$250,000 in sales for its sister division. "The response was fantastic and proved to me that the relationship between Rentals and SDI is growing stronger every day," said Stuart Weinman, Director of Sales, SDI. "I'd like to thank everyone who provided leads for us and appreciate the support from the sales managers and general managers who stood behind this program."

Be on the look out for details on *Get to the Points Too!* which will commence on February, 1, 2010!