AWARDS SPEECH

FOR

TERRI TAYLOR

Hello everyone!! It’s such a pleasure to be here and a real privilege to have been invited to attend this wonderful event. On behalf of (**name the executives from your company who are in attendance**) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_, \_\_\_\_\_\_\_\_\_\_\_\_\_\_, \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ , and all of my colleagues at (**Name your company**) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_, we appreciate the occasion to join all of you in participating in this national sales meeting and awards presentation. Being given the chance to meet all of you and having the opportunity to network and share stories from “the trenches” about so many facets of our industry in this beautiful setting has been a real treat…Effective communication is the backbone of all interpersonal relationships and of course, all business relationships as well. We’re in the telecommunications industry in so many varied capacities …we each have a unique point of view…so let’s communicate!! (**Say this with enthusiasm and wait for the laugh or applause**).

We are living in fascinating times. Our generation is in the process of rewriting the book on how human beings interact. The telecommunications industry is upgraded, revolutionized and refreshed at warp speed. Any one of us can introduce a new product and in what seems like a matter of moments, it can be – as the commercial says, “just so 48 seconds ago!” It is up to each one of us to keep our “game” up to par and ahead of the curve. We all have our ways of honing our specific talents that make each one of us so valuable to this industry, and some of our colleagues-be it vendors or clients, have really demonstrated exemplary skills. Today we honor one of those people who are in the process of rewriting those rules and demonstrating, through repeated success, how to “show us how it’s done.”

Baseball great Hank Aaron once said, “My motto was always to keep swinging. Whether I was in a slump or feeling badly, or having trouble off the field, the only thing to do was keep swinging.” Also keep in mind that former First Lady Barbara Bush reminded us, “ You just don’t luck into things as much as you’d like to think you do. You build step by step, whether it’s friendships or opportunities.” When I found both of these statements, I thought they really applied to this year’s winner of the \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Award. (**Name of the person**) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ knows she has to keep swinging, and clearly, she has built her skill sets step by step. No matter if \_\_\_\_\_\_\_\_\_\_\_ is swinging a golf club so effectively that she frequently hits the longest drive at almost all of the golf tournaments in which she participates, or if she demonstrates the ability to lead her sales teams so effectively that she consistently meets or exceeds sales goals, \_\_\_\_\_\_\_\_\_\_\_\_\_ demonstrates what focus, drive and effective communication can yield. She sets the bar a little bit higher for all of us, no matter what our specific corporate function is, and she does it with a smile, respect and genuine caring for her professional partners. It’s no wonder that good fortune continues to shine on her –check out her stats for Left, Right, Center games!! We can ask ourselves….Skill? Luck? Or Karma!! Congratulations, \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ it is a real honor to witness your success!

It’s been said that in order to be successful, one should surround him or herself with successful people. Be inspired by them. Be challenged by them. Think of what YOU bring to the party and challenge yourself to push for even more success. Someone also said that if you’re the most successful person in your group of friends or colleagues, it’s time to add some new people to your circle. I know that I really appreciate my co-workers and I find ways to learn from them and improve my performance every day. I know that I am an integral part of a strong team and each member of that team contributes something essential to the growth and progress of our organization. Observing \_\_\_\_\_\_\_\_\_\_\_ and her success motivates me to up my game and hone my skills to be the best that I can be. Think about how others’ effective and impactful performance affects your own performance. Does it make you want to throw in the towel or does it make you want to push for even better results? I have a feeling that if you’re privileged enough to be sitting here in this room, at this resort and at this conference, that you are just waiting to show what YOU will do to beat your plan and exceed your forecast to possibly (or probably!) be the recipient of next years Achievement in Excellence Award! And you know what? If that’s the case and one of you out there is the Top sales associate for 2012, I’ll just bet that \_\_\_\_\_\_\_\_\_\_\_\_\_ will be out there honing her skills and practicing her swing to achieve even MORE stellar results for 2013!!

Once again, I extend sincere congratulations to \_\_\_\_\_\_\_\_\_\_\_ and I look forward to playing…. and winning! …a few rounds of left right and center as well!

Thank you all!