

# ENECON® NEWS



## ENECON Sales Executives Gather For 2008 Business Development Conference

Coming off a truly spectacular 2007 which saw a 56% increase in sales over 2006, ENECON's sales management team gathered with company executives to celebrate last year's achievements and to discuss strategies for insuring continued double-digit growth in 2008 and beyond.

As usual, there were also plenty of opportunities for some good laughs, good food and interesting discussions with good friends.

**Bob and Michael Barr** of **ENECON North East**, last year's Top U.S. Distributor, were also invited to sit-in on the conference so they could add distributor view-points to the discussions.

**Matt Goldberg** received his 10th **Top Gun** sales award and, thus, was retired from future competition. To mark the occasion, he was also presented with the 'Professional Gunslinger' award - a replica of Wild Bill Hickok's 1880's vintage revolver! Matt finished 2007 with \$860,000 in personal sales and this was in

addition to his duties as V.P. for East Coast Operations.

**Paul Prevade** won **Rookie of the Year** honors for his outstanding achievements as a new ENECON Regional Sales Director. He was responsible for \$240,000 in sales from his Western PA/West Virginia territory.



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# Welcome Dinner: Time To Celebrate!

February 20th, 2008



There was much to celebrate when the Sales Management Team gathered on Wednesday evening - including Andy's 58th birthday!





**Sales Conference:  
It's Down To Business  
February 21st, 2008**

It was 'all business' when the Team got together on Thursday to discuss and agree various sales

development strategies for 2008.  
  
Individual business plans for each Sales

Executive were reviewed and 'battle plans' were developed.

Everyone agreed that 2008 was shaping up to be another terrific year for ENECON.



# Working Dinner: Conference Review February 21st, 2008



Final discussions focused on recruiting, sales training, dealer and distributor support, customer events, trade shows, email campaigns and new products.

**Garry McGehee** of **ENECON Hampton Roads** and **John Huber**, **ENECON North East's** perennial **Top Gun**, joined in the discussions and celebrations.

Plans were also made for the official Ground Breaking Ceremony which was scheduled to take place the next morning, February 22nd, despite the impending snow storm.

**Note: The Ground Breaking Ceremony was a tremendous success and will be remembered by all in attendance for years to come.**

