



## From the Flight Deck: Thoughts on Sales, Life, and Personal Development (Paperback)

By Cmdr Alex Pettes

iUniverse, United States, 2011. Paperback. Condition: New. Language: English . Brand New Book \*\*\*\*\* Print on Demand \*\*\*\*\*. Alex Pettes is the President of TFI Food Equipment Solutions, a Toronto based specialty restaurant equipment distributor. Alex has spent his career in sales and sales management, and this book is a collection of thoughts gathered along his own personal and professional development journey. Included in the book are thoughts on sales, sales management, self-development and serving others. You ll learn: the importance of developing a personal mission statement, the method of idea canvas and why it might help you; ways to use lists to focus and achieve your goals; the nine keys to succeed in love and life; ways to harness concentration, consistency, and cooperation to succeed. Known as The Commander or Cmdr Pettes, Alex has developed this persona as the Sales Fighter Pilot Squadron Leader over the past dozen or so years. His enthusiastic, positive and Super Good approach to all he does has been well received by those he has had the privilege to serve.



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