
Learning and Growth

Presented by,

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You are Important!

Out of sight, out of mind

Be where your customers are

Promotion is no longer what you make but about stories you tell

“Engage, Enlighten, Encourage and especially...just be yourself! everyone is an asset.” – [Susan Cooper](#)



Kaizen

Ongoing

improvement

involving everyone

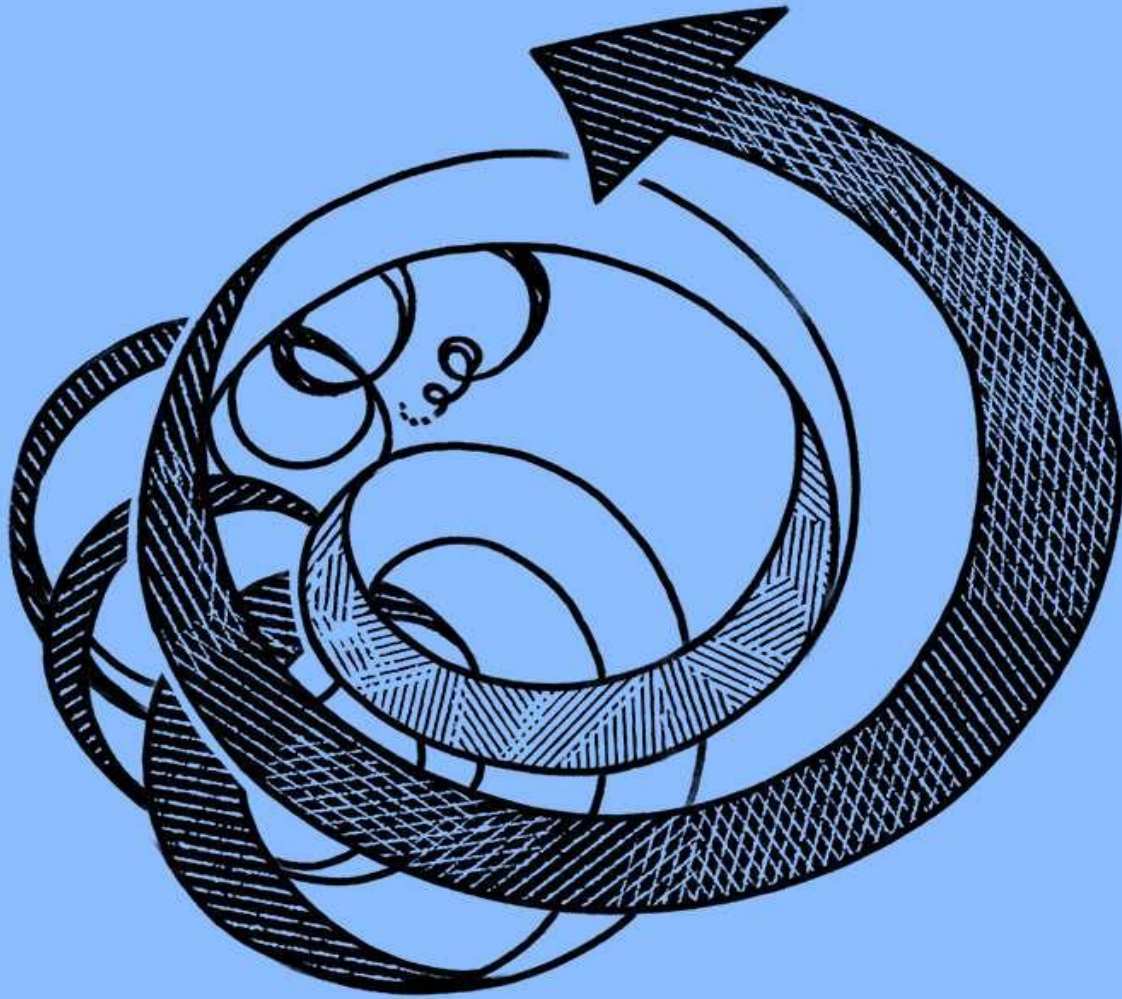
using much common sense and

with no/negligible money

Kaizen process impacts our life forever towards growth

Kaizen

[ˈkī-zən]



A Japanese term meaning change for the better or continuous improvement, which serves as the basis for a Japanese business philosophy.

Kaizen steps

Steps

Identify a problem/ opportunity

Analyze the process

Develop an optimal solution

Implementation

Study the results and adjust/adapt

Standardize the solution

Know your customer

Observe the surrounding

Education/ Career/ Important dates

Interest Areas:

- Travel
- Conferences
- Name/ Fame (Speaker)
- Deals & Discounts
- Orientation towards patients/ Business
- Others (Academic interests etc.)

Make records

Other factors



Tips to Engage

Become Flawsome

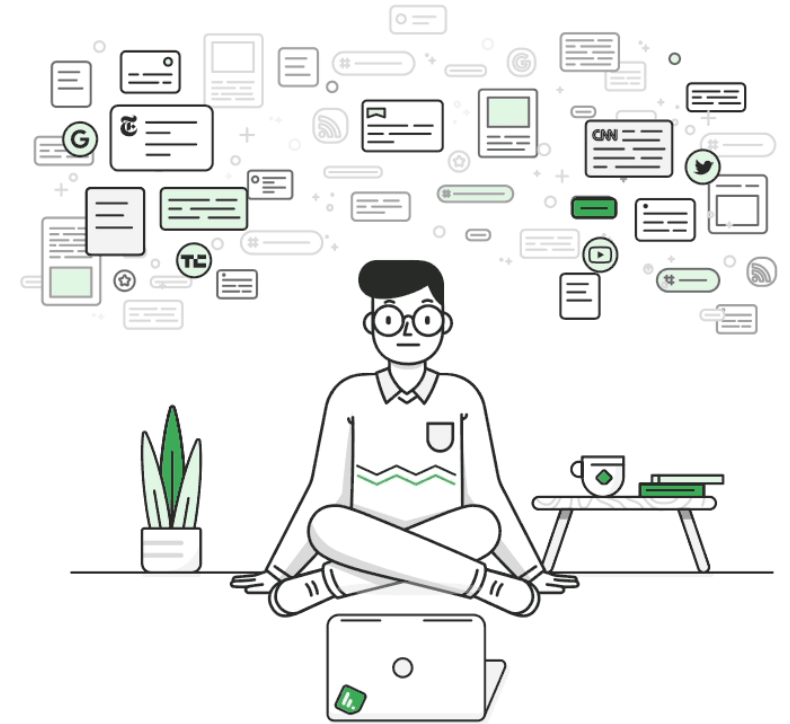
Osmosis – Learn from surroundings

Storytelling of importance of the articles

Stay active

Keep a sense of humour

Develop own culture



Taking Appointment

Introduce in short

- *Sir, I am From Mankind*

Ask for his time comfort for your call

- *Is it a good time to talk for 2 minutes?*

Ask for an appointment and **suggest** time


- *I wanted an appointment as my RSM is coming on 3rd March and he wants to discuss about some upcoming conferences.*

Suggest time instantly

- *Would it be ok if we can meet at around 2 pm or 4 pm that day?*
- *Can we meet at around 10 am morning or 2 pm post-lunch?*

Its done! You got the appointment with a specific time.

Also, there might be some variation but it has a high probability of getting exact or around-time appointment fixed.

A man in a black wetsuit is surfing on a wave. He is leaning forward with his arms outstretched, looking towards the horizon. The background shows a cloudy sky and the ocean.

*You can't stop the
waves, but you can
learn to surf.*

-Jon Kabat-Zinn



THANK YOU :)