

# Get to Know

Sharon



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**Q: What do you think are the best skills that you bring to your job?**

A: My passion for the industry and our distributors. My knowledge of our products and industry allows me to get distributors what they need even if they don't know what they need. Plus I'm pretty creative which is very helpful.

**Q: How long have you been working in your field?**

A: Almost 35 years and have only been with 2 suppliers in that time.

**Q: What is your biggest accomplishment?**

A: My children.

**Q: What is your favorite promotional product and why?**

A: I don't really have one, but any item that is a perfect fit for an end user is my favorite. There is no feeling like finally suggesting an item to a distributor that their client LOVES.

**Q: What problems do you consistently solve for your clients?**

A: They aren't really problems, they are challenges. Finding just the right product, at just the right price, and delivering it at just the right time is something I do daily (actually hourly!). Educating is another part of my daily routine. If a distributor hasn't sold badges in the past, I become the teacher and hopefully by the end of our conversation they come away with a little more knowledge of badges (or table covers or Corporate Gifts, etc.).

**Q: What is a typical day like for you?**

A: If I'm in my office, it's emails, phone calls, emails, phone calls, you get the gist. Most of my emails are distributors asking for ideas, pricing, virtuals (a lot of virtuals), and sometimes just catching up from a show or meeting. Now if I'm on the road in between flying, driving, meetings or shows, hotels, and traffic, there are still the emails, phone calls, emails, and phone calls.

**Q: What are you happiest doing, when you're not working?**

A: Staying home with my family, I love to just hang out at the house and there is nothing like sleeping in your own bed!

**Q: What is your favorite food?**

A: Right now any type of pasta (and of course red wine and bread to go along with it!)

**Q: What is your favorite place you've ever visited?**

A: My favorite places are usually those with a beach and water nothing makes me happier than sand between my toes looking out into the ocean!