



#MDMFullSteamAhead



TAKING CARE OF BUSINESS

MINGLEDORFF'S BUSINESS DEVELOPMENT GROUP

GARY TURNER BUSINESS DEVELOPMENT MANAGER

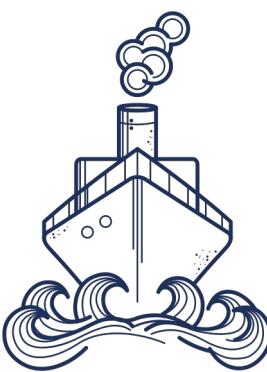
JOYCE CONGER PROGRAMS FACILITATOR

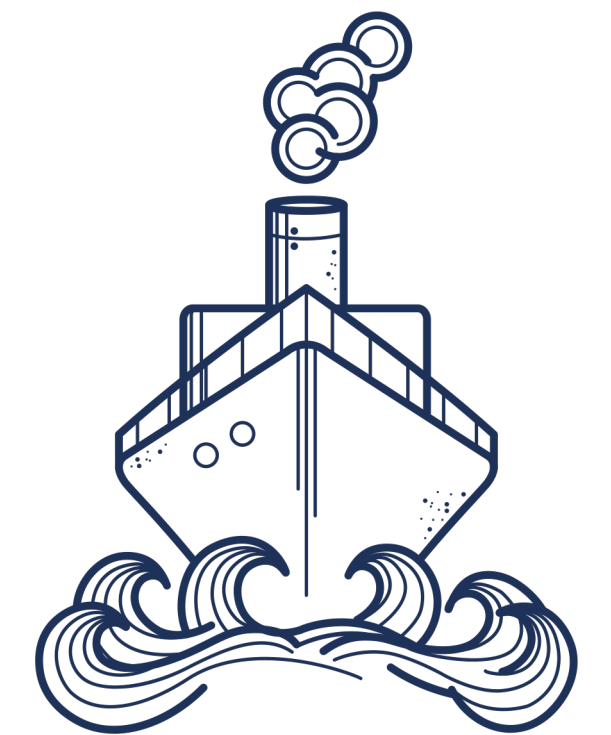
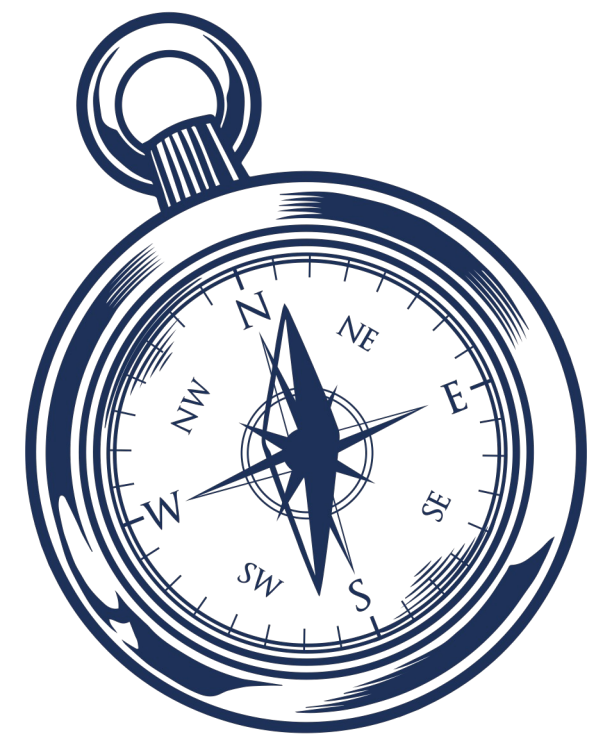
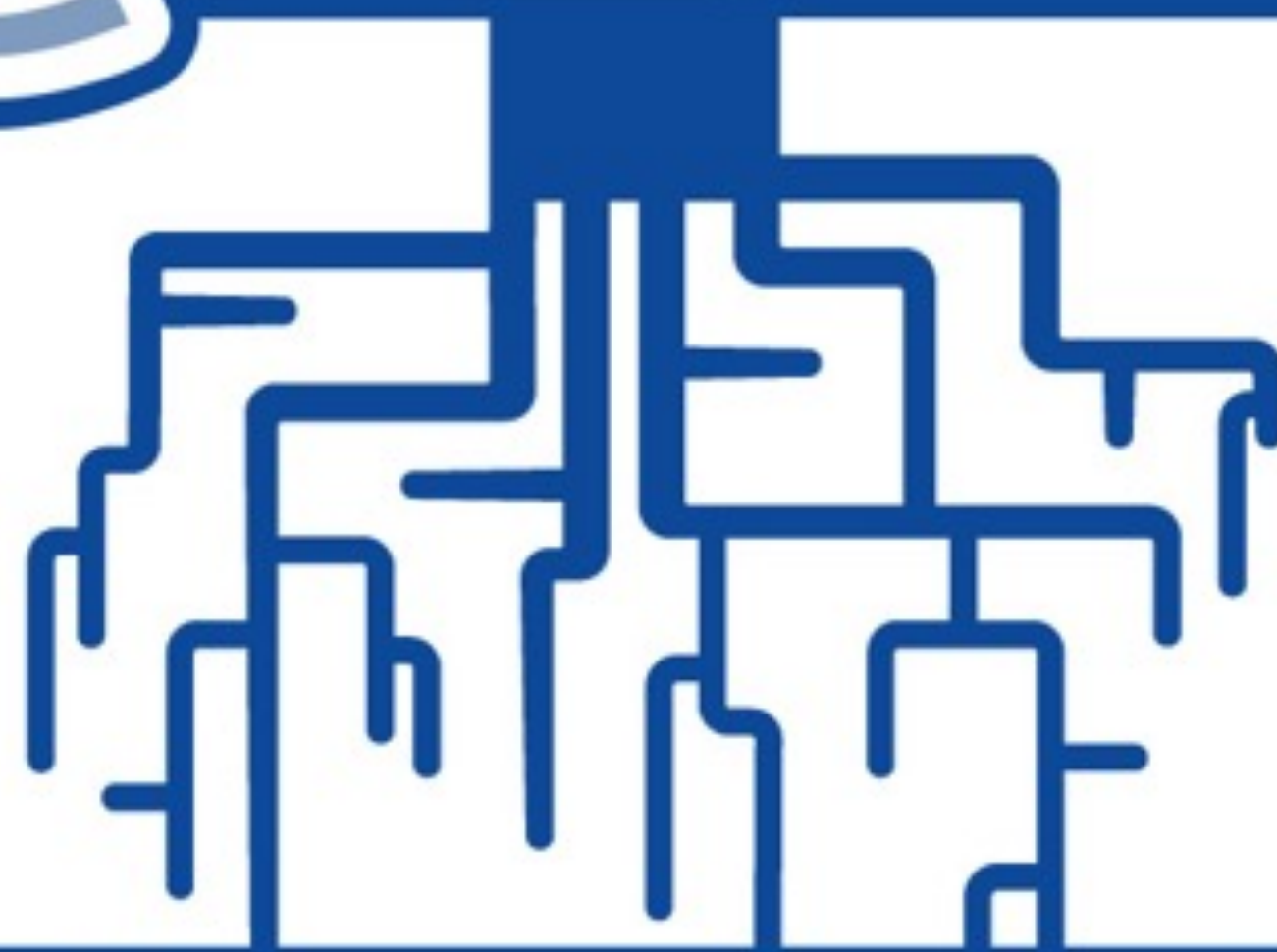
TOM SCHILDHAMMER RETAIL SALES TRAINER

MARCH 1, 2024









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*“Every enterprise is a learning and teaching institution.
Training and development must be built into it at all levels.
Training and development never stops.”*

Peter Drucker

Management Consultant, Author and Educator



GARY TURNER

Business Development
Manager

Propose & Close
Champion for North
Alabama & North Georgia
Districts



JOYCE CONGER

Programs Facilitator

Propose & Close
Champion for Gulf
Coast, Southeast &
Southwest Districts

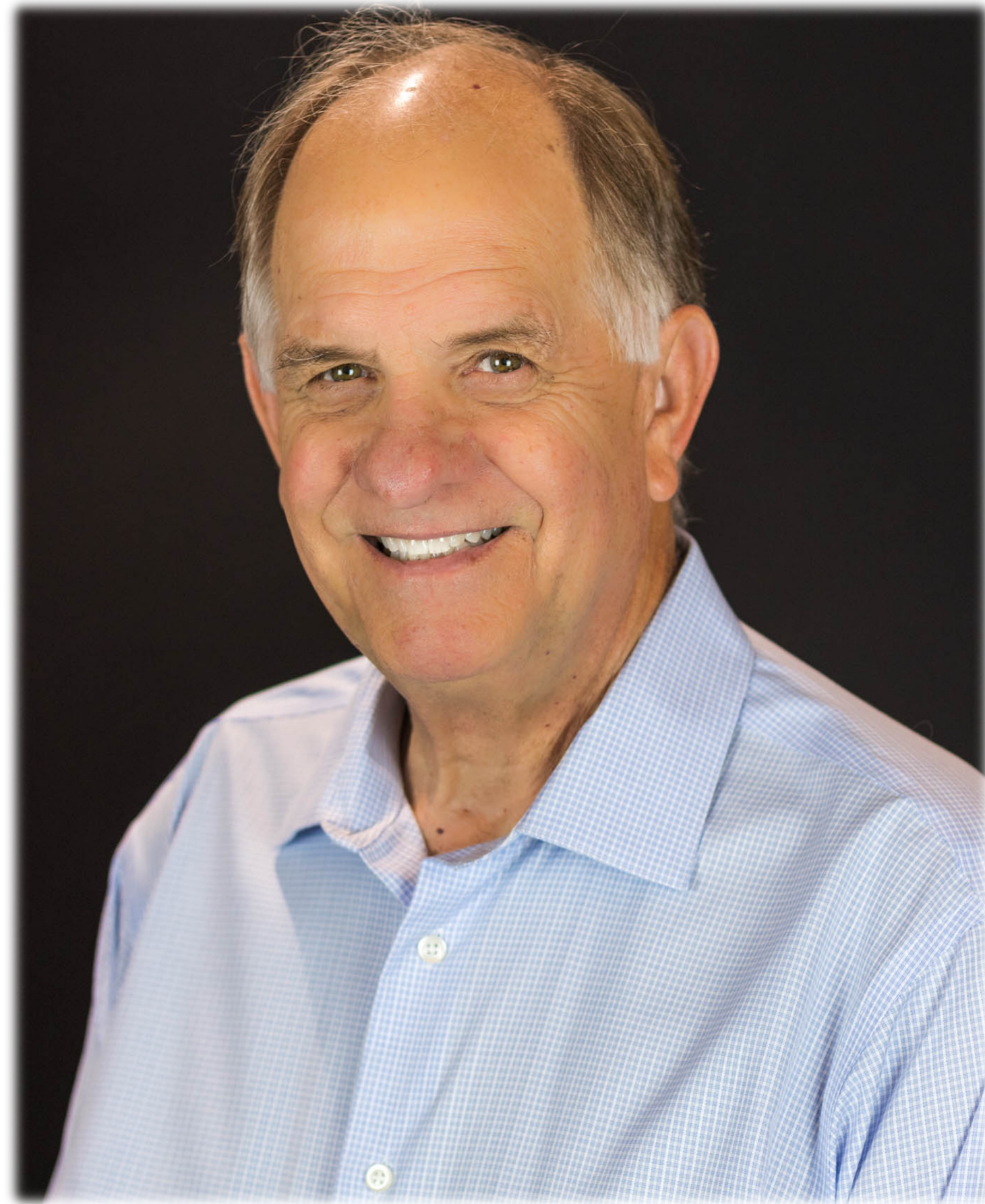


TOM SCHILDHAMMER

Retail Sales Trainer

Dealer Seminars &
Training

TOM SCHILDHAMMER-RETAIL SALES TRAINER



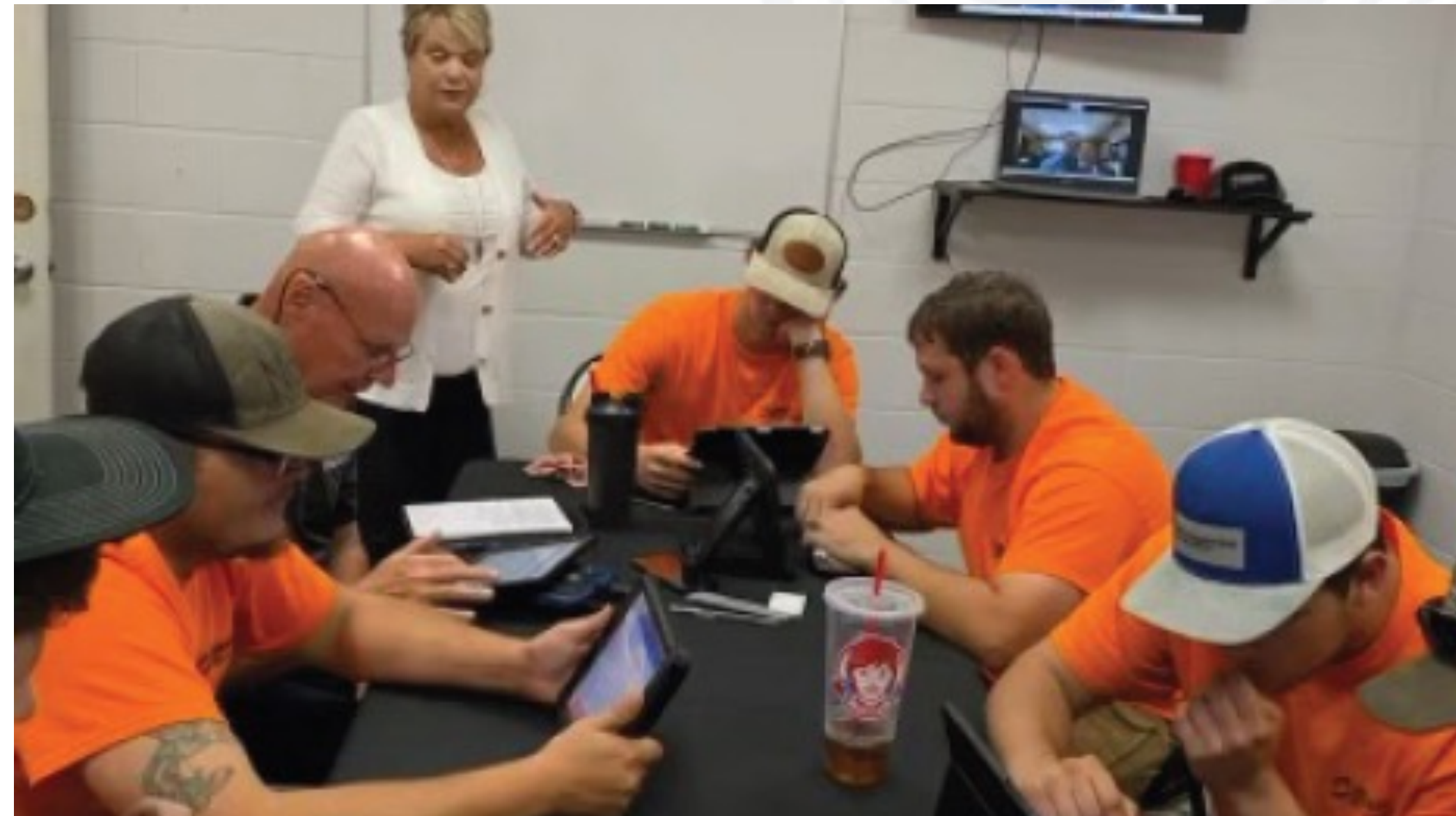
- **Training for Retail Salespeople, Service Techs, Office Staff, Installation Team**
- **Conducts Seminars for Owners, Service Techs and Retail Salespeople**
- **Dealer Consultation**



JOYCE CONGER-PROGRAMS FACILITATOR



- **Propose & Close Champion for Southeast, Southwest, Gulf Coast Districts**
- **Programs Support for Southeast, Southwest, Gulf Coast Districts**



GARY TURNER-BUSINESS DEVELOPMENT MANAGER



- **Propose & Close Champion for North Georgia & North Alabama Districts**
- **Manages Business Development Group**





Make more money by improving
your sales process, increasing
margins and saving time!

Click or scan QR
to sign up today!



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Contact Us

Joyce Conger, Programs Facilitator

jconger@mingledorffs.com

229.891.1749

Tom Schildhammer, Retail Sales Trainer

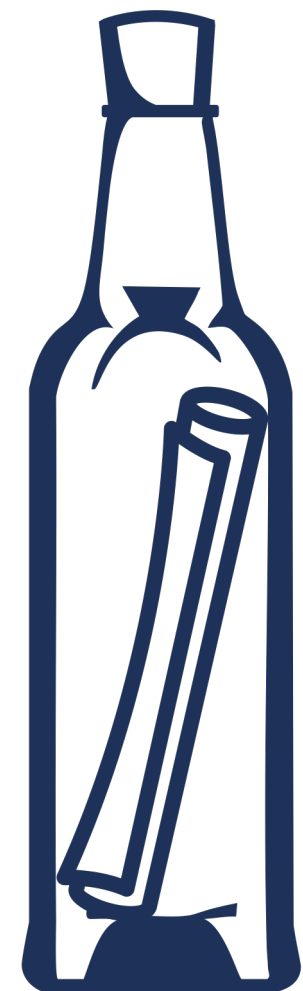
tschildhammer@mingledorffs.com

678.984.1401

Gary Turner Business Development Manager

gturner@mingledorffs.com

404.213.2048



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“GOING GREEN” E-COMMERCE AWARD



GOING GREEN E-COMMERCE AWARDS

- Ratio of paperless transactions to total opportunities.

$$\text{e-Commerce Usage} = \frac{\text{Online Orders} + \text{Online Payments} + \text{Online Warranty Claims}}{\text{Total Orders} + \text{Total Payments} + \text{Total Warranty Claims}}$$

- Top dealer for each brand for each district.

GOING GREEN E-COMMERCE WINNERS

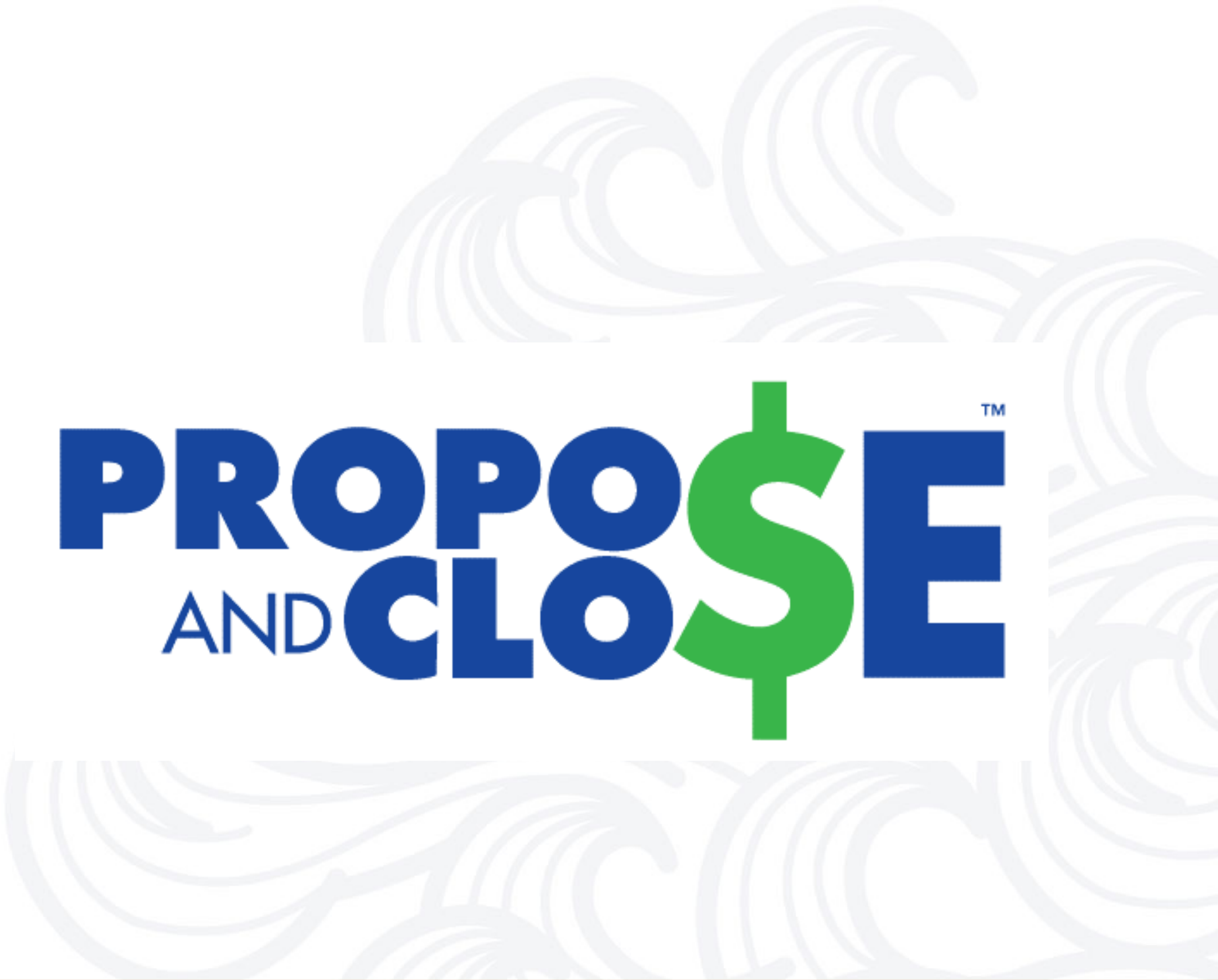
<u>District</u>	<u>Brand</u>	<u>Company</u>	<u>City, State</u>
Gulf Coast		Clarke Air Co.	Grove Hill, AL
		White Sands Cooling & Heating	Pensacola, FL
N. Alabama		Dunn's HVAC, Plumbing, & Electrical	Anniston, AL
		Air Medic, LLC	Anniston, AL
N. Georgia		Hometown Heating & Air	Buford, GA
		ZAP Services, LLC	Cleveland, GA
Southeast		Byrd Heating and Air Conditioning	Savannah, GA
		Pender Brothers, Inc.	Port Royal, SC
Southwest		Hoke's Heating & Air	Hawkinsville, GA
		Air Conditioning Specialist Milledgeville	Milledgeville, GA

BEST USE OF PROPOSE & CLOSE



BEST USE OF PROPOSE & CLOSE AWARDS

- Based on number of proposals and close rate.
- Top dealer for each brand for each district.



PROPOSE
AND **CLOSE**  **E** TM

BEST USE OF PROPOSE & CLOSE WINNERS

District

Brand

Company

City, State

Gulf Coast		Mack's Heating & Air	Columbia, MS
		Family Heating & Air	Pensacola, FL
N. Alabama		Affordable Heating & Air, LLC	Sylacauga, AL
		Air Outlook Inc.	Huntsville, AL
N. Georgia		Gagne Heating & Air Conditioning	Alpharetta, GA
		ZAP Services, LLC	Cleveland, GA
Southeast		Carolina Air, Inc.	Beaufort, SC
		Climatech Air Inc.	Savannah, GA
Southwest		Riley Heating and Air Conditioning	Phenix City, AL
		Clark Heating, AC & Plumbing	Montgomery, AL



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