

JUNE 2020

MAKOTEK NEWS

Official Newsletter of Makotek Inc.



MONTH STORIES

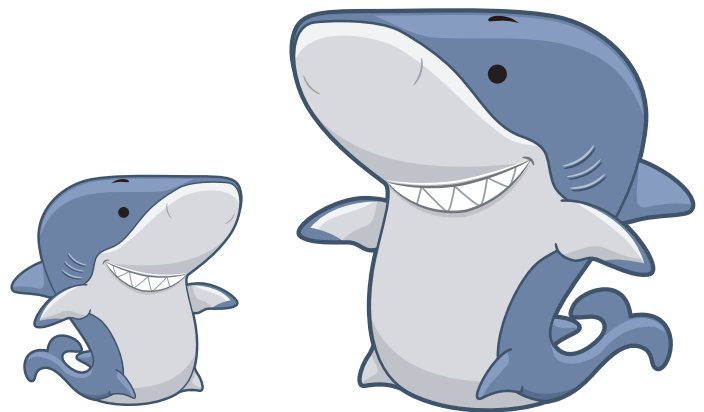
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Happy Father's Day!

JUNE 21, 2020

Have something important to share? Email us photos, announcements, etc. and we will feature it in the upcoming newsletter or on social media! Email us at MakotekSocial@gmail.com



MANAGER'S COLUMN

BACK TO WORK & GETTING BACK INTO ROUTINE

Scott Smith, GM Mid-Ohio



"More contact equals more success"

Now that we are back to work with some new parameters, let's think about some of the basics that will lead to success for the Technician, the Region, and the Company.

- **Maintain a professional appearance, both yourself and your vehicle**
 - **Maintain your assigned schedule**
 - **Have a game plan**
 - **Hit all of your new work as soon as you receive it**
 - **Contact every job/work order a minimum of 3x**
 - **Make and properly document attempts at different times of day**
 - **Leave door tags with your contact information**
-
- **While at the door, do not shake hands, maintain social distancing, and have minimal contact**
 1. Introduce yourself,
 2. Explain why you're there
 3. Explain how you can help them
 - **Focus on getting the payment or getting an appointment for a future payment within the time frame**
 - **Equipment Pickup**
 1. Have customer place on the porch to eliminate contact
 2. Verify the serial number to confirm it's the correct equipment on the Work Order
 3. Use infestation bags for each piece of equipment
 4. Always keep the equipment in a secure location

Remember!

More contact equals more success.

**The more doors you knock on >> The more contact you make >> The more payments you get
Contact a minimum of 6-8 per hour. Route your work to accomplish this**

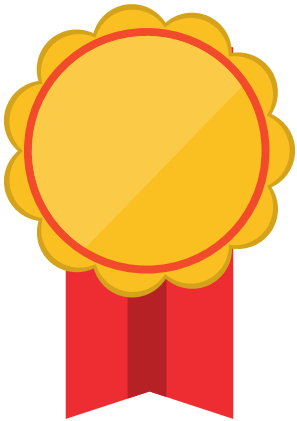
If you need help, talk with your teammates and/or your manager. Some new ideas can help get you back on track!

MOST IMPROVED SYSTEM

West Florida



Congratulations to the West Florida system led by Chris Mills and Donny Berry! We're proud to recognize and celebrate your accomplishments as a team.



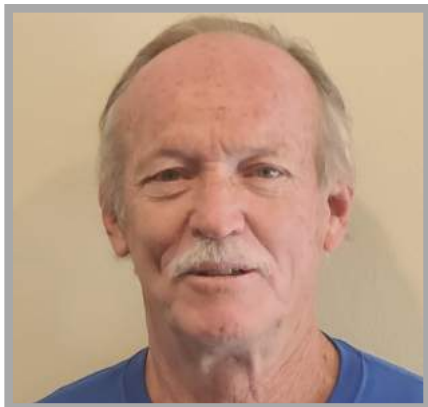
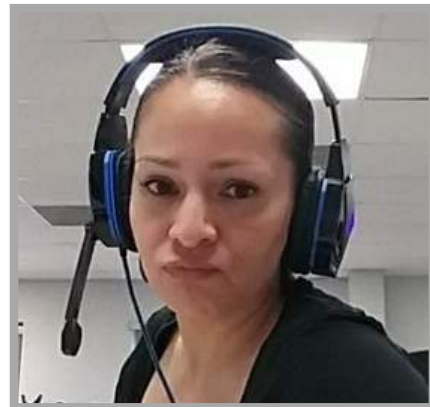
The rankings include all techs with a ranking based on a combination of saves, money collected, disconnects, equipment recovered, and hours worked. Awards go to the Top Tech, in each of three regions. Please review the list and let your managers know any feedback to improve future rankings. The standard has been set and everyone can look forward to new challengers next month.

EMPLOYEES OF THE MONTH

CALL CENTER - MARIA CRUZ, LONGWOOD, FL

Maria is fairly new to our team and this is her first time winning this award. She possess a great work ethic and is always striving to perform at the top. Sure to see her here again many times in the future. Congratulations, Maria!

~Steve Dilly, GM



CPE COLLECTIONS - DAVID FARROW, CLEARWATER, FL

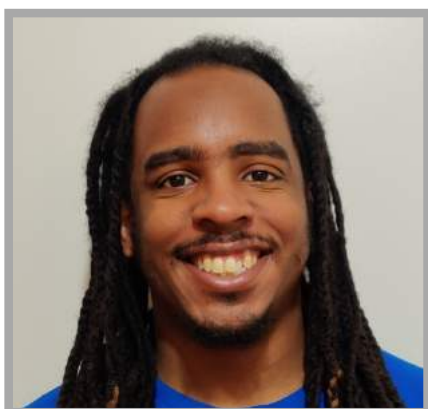
Dave has done a great job for the team in West Florida. He continues to be a top performer. Great work, Dave!

~Chris Mills, GM

EAST - EDDIE GAINES, CHARLOTTE

When it comes to this competition, Eddie Gaines has the mind set that he can achieve it every month. If he misses being on top one month, he's more motivated for next time. Keep it going, Eddie! It is great having the Best of the Best in Charlotte.

~Bill Sturman, GM



MIDWEST - MICHAEL GIBSON, CLEVELAND, OH

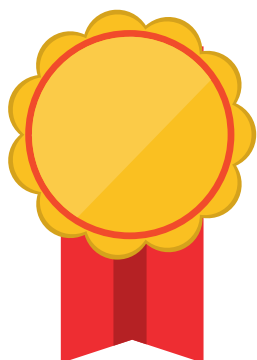
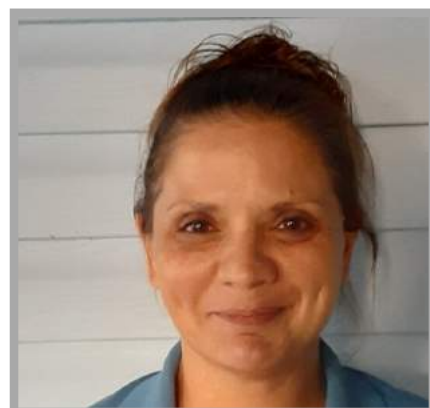
Gibson has been with Makotek for 3 months in our Youngstown, OH office. He picked it up quickly and knows what it takes to be a top performer every week. I'm proud of his work ethic and the leadership he shows at the office and in the field. Keep up the great work, Mike, I'm sure we will be seeing you at the top of the rankings every month.

~ Tim Dodd, GM

FL & NYC - ALICIA WILSON, CLEARWATER, FL

Alicia has been a consistent performer with a positive can-do attitude since joining the WFL team. We are grateful to have her on our team and look forward to her continued success.

~Chris Mills, GM





Top Posts!

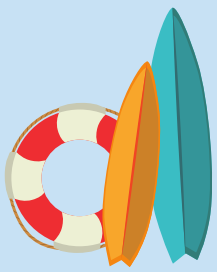
FROM MAKOTEK SOCIAL MEDIA



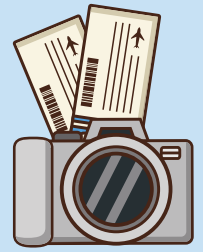
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Socially-Distant Vacation Ideas



State & National Parks

Many other travelers might have the same vacation idea so try to schedule your trip when there are fewer people, like during the week, or hike at odd hours, like at sunrise. Perhaps even consider visiting the least-visited national parks like Gates of the Arctic in Alaska, Isle Royale in Michigan, and North Cascades in Washington.

RV Camping

Book an RV and hit the open road. You can cook, sleep, even go to the restroom all from the safety of an RV. The U.S. is a large country with beautiful natural areas that you can explore by RV. Get ready for a cross country trip where you can be social distancing while stopping to see one of the most majestic places in the world.



Boating Adventures

Not many people realize you can rent boats that are equipped with sleeping quarters and cooking areas. This summer rent a houseboat on a lake or a sailboat on the coast. Spend your days swimming in the water, laying out in the sun, and reading amidst the breeze. Not only is it a unique vacation experience, but you're well away from others.

Road Trip

If you'd rather not hop on a plane just yet, consider a long road trip. Rent a fun or utilitarian vehicle for the trip and set out across the nation to your chosen destination. This type of travel will not only keep you socially distanced from others, but it allows you to see so many beautiful landscapes between destinations that often get missed with air travel.



Day Trips

Short on time or don't want to stay in hotels? Day trips are for you! Check out if there are any quirky roadside attractions in your state or towns with a unique history. Bring along your meals or go through drive-thrus to minimize contact with others. Then return at night to stay in the safety of your own home. Bonus: you'll be putting money back into your local economy!