

FRED FACTOR

Presented by Kristi Pfliger-Keller

How passion in your work and life
can turn the ordinary into
the extraordinary

The

Fred

FACTOR



Mark Sanborn

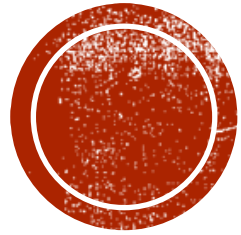
AN UNABRIDGED PRODUCTION



WHO IS FRED?

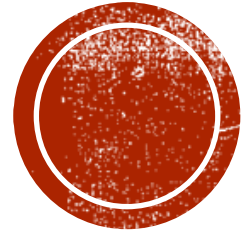
Fred Shea is a postman who turned an ordinary job into extraordinary.





EVERYONE MAKES A DIFFERENCE

Success is not a title, salary or position.



**SUCCESS IS BUILT ON
RELATIONSHIPS**



RELATIONSHIP BUILDING TOOLS

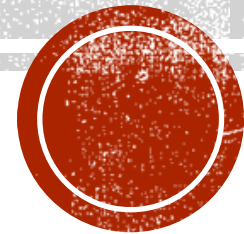
Be Real

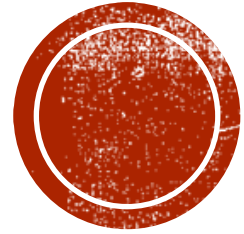
Be Interested

Be Empathetic

Be Honest

Be Helpful





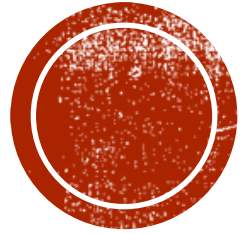
**YOU MUST CONTINUALLY
CREATE VALUE FOR OTHERS
AND IT DOESN'T HAVE TO
COST A PENNY.**



ADD VALUE

Simplify

**Help remove obstacles
for others**



**REINVENT YOURSELF
REGULARLY**





COMPETE WITH YOURSELF

- Grow your value.
- Capitalize your life experiences.



FIND FREDS

Acknowledge

Watch & Listen

Hello
my name is

FRED

BE LIKE FRED

