

Quick Tips to Extend Battery Life/Charge on Mobile Devices

By Steve Turner
Turner Time Management

Tip #1 Keep your mobile device plugged in anytime your battery is less than 100 percent charged (at your desk, in your car, etc.).

Tip #2 If your smart phone battery is low, talk, don't e-mail. Cellular data connections use between two and four times as much battery power as voice connections.

Tip #3 Have you updated your software recently? Newer versions can offer more efficient battery use and better performance as well as enhanced time saving features.

Tip #4 Not using your Bluetooth? Make sure you turn it off to lengthen its battery charge.

Tip #5 If your laptop is running on the battery, turn off Wi-Fi and/or Bluetooth if you are not using them.

Steve Turner's ground breaking strategies for time management and productivity helped rocket his former employer from \$44 to \$265 million in just over four years.

He will present two seminars at the 2010 ALA Annual Conference held Sept. 20-22 at the Encore Las Vegas:

- *Maximizing Your Productivity and Efficiency When on the Road*
- *Taking Time Saving Tips to New Heights*

For Conference information, visit www.ALAConference.com.

Networking Group of Industry-Related Reps Gives Fennell Invaluable Market Information

For Fred Fennell, CLMR, owner of Fennell Marketing and Sales Ltd. in Barrie, Ontario, a monthly networking meeting with 15 fellow independent sales representatives is a priceless source of ideas and information.

"The group got started about 25 to 30 years when several independent reps from the hardware, lighting and house wares arenas got together to share ideas," said Fennell. "Today, we meet on the first Thursday of every month for dinner and a confidential roundtable session called Eyes and Ears."

These monthly sessions allow group members to share market, customer and manufacturing information and bounce business tips and ideas off one another.

"Our rule is members must have been in business for two years minimum, and we do have a code of ethics that any info shared in the room is strictly confidential," says Fennell.

The group is careful not to upset the trust and chemistry they have achieved over the years.

"If a rep would like to join the group, their name is put forth at a meeting, and

if there are no objections, he or she is invited to the next meeting for consideration," says Fennell.

The networking group is structured with a president, secretary and treasurer, and members pay an annual fee to cover the monthly meals and the cost of the group's Web site.

"Manufacturers in need of representation in Canada can seek it via our Web site," explains Fennell.

Fennell believes that good relationships with his fellow reps gives them all an advantage in the marketplace.

"I have heard that it is hard for reps in other territories to get together, but I really encourage it," said Fennell. "We have at least 10 reps at each meeting, and we all find it so valuable."

Note: ALA member reps interested in attending non-compete networking sessions during Dallas Markets and the Annual Conference should contact Eric Jacobson at 800-605-4448, ext. 224, or ejacobson@americanlightingassoc.com.

ARTS Award Voting Now Open Online



Online voting has begun for the 22nd Annual ARTS Awards. If you would like to be considered for the Sales Representative of the Year category, ask your customers and manufacturers to submit your name before July 2 at www.dallasmarketcenter.com/awards/nominationballots.aspx or www.accessoriesresourceteam.org/cms/ARTS_Awards.

Reps with the most votes will be contacted in July with contest instructions.

Upcoming Live Webinar

Each completed Webinar counts as 1 credit hour towards the CLMR Lighting Knowledge Training requirement.

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