



NEWSLETTER

ISBI 360 Alumni Network Newsletter



A NOTE FROM THE EDITOR

Happy Spring Alumni! The long winter is finally behind us. The sun is shining, birds are chirping, and the smell of fresh cut grass lingers in the air. For many, this time of year represents new beginnings -- a time to leave the past in the past and start fresh. I would encourage all of you to take this opportunity and review your respective businesses. Ask yourself the following questions:

- What do I want to accomplish in the coming year (revenue, units, outreach, etc.)?
- How exactly am I going to hit those metrics? Who will hold me accountable?
- What will I need to reach said goals (training, materials, etc.)?
- What potential roadblocks exist and how will I eliminate them?
- How do I want to grow this year (career development, personal development, etc.)?



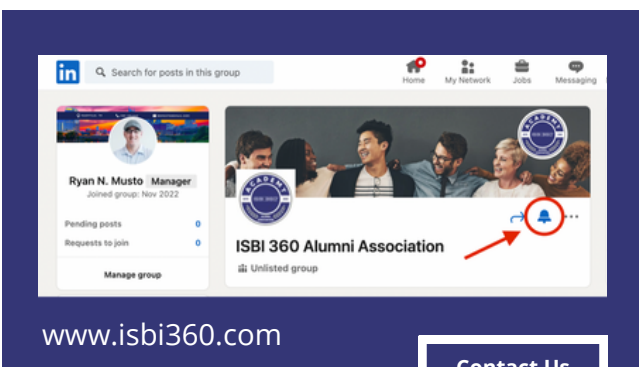
- Ryan

The data shows that people who write down their goals are significantly more successful than those who don't. It is time to take ownership of your business and recommit to giving 110%. By developing a plan, you put yourself in the best possible position to win!

JOIN THE ONLINE COMMUNITY

If you haven't done so already, please take a moment to join the ISBI 360 Alumni Network on LinkedIn. You can access the group by clicking here: <https://bit.ly/3jDUHZY>

Once on the page, be sure to click on the blue "Join" button located in the center, just underneath the logo and name. Once a member, you can click on the blue "bell" icon which will allow you to receive notifications for any new activity, so you'll never miss an update!



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Contact Us

VSN UPDATE

The month of March sure has been a busy one for our reps. The **Lake Erie Crushers** project has put up 10 sales (many of which have been larger group sales) and the **New York Boulders** have closed an impressive 22 sales. We have also begun a project with the **Sarasota Paradise**, a new team playing in the USL, selling for their upcoming inaugural season.

With February's numbers finalized, we'd like to congratulate **Alejandra Jimenez** from the Lake Erie Crushers project for taking home the **Top Seller** and **Top Hustle** awards. Alejandra puts in the work, day in and day out, and these awards are well-deserved!

We also want to recognize **Jake Davis** from the Lake Erie Crushers project and **Aron Pinge** from the New York Boulders project. Jake and Aron took home the silver and bronze medals respectively on the **Top Hustle** award podium. Their constant effort and commitment to the process has these two going places!

ALUMNI ON THE MOVE



Trevor Kathol is now Sales Representative for the **USFL**



Congratulations Trevor!

If you have recently been promoted within your organization or changed employment within the sports industry, let us know and we will be sure to feature you in a future newsletter!



UPCOMING EVENTS

Due to scheduling issues in March, we will now be hosting our first Alumni Happy Hour in April. Save the date – Thursday the 13th. Additional details to follow so be sure to check your email/LinkedIn. This event will be held virtually so grab your favorite beverage and come network with your fellow ISBI alumni!

WE'RE HERE TO HELP



It is obvious that you understand just what ISBI brings to the table, but maybe your current organization doesn't. Could the sales team produce more after receiving virtual training taught by industry experts?

Is the organization a bit short staffed and needs assistance reaching fans and driving revenue? Are there recruiting challenges and they need help filling full-time roles with qualified individuals who can hit the ground running? Whatever the situation, ISBI has a solution. Help us help your team! We will happily reward our alumni for any referral that results in a contract.



SPORTS TRIVIA

The correct answer to last month's Sports Trivia was Lou Gehrig and the number 4. No winner for February so we'll roll the prize money over making this question worth \$20...

What was the original name of the Masters Tournament, before it was changed in 1939?

If you're up on your PGA history, submit your answer to Ryan.Musto@isbi360.com with the subject line "Newsletter Trivia." One winner will be chosen at random from all correct entries and receive a gift card.

The correct answer, along with the winner's name, will be published in next month's newsletter. Good luck!



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