

# OCTOBER

THERE ARE 22 SALES DAYS THIS MONTH



sun.	mon.	tue.	wed.	thu.	fri.	sat.
29	30	01	02	03	04	05
06	07	08	09	10	11	12
13	14 COLUMBUS DAY	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31 HALLOWEEN	01	02

OCTOBER REMINDER



MODEL. CONNECT. INVOLVE.

**Model** the behavior you want to see.  
**Connect** with the people you lead.  
**Involve** them as much as possible.

That's it. Wonderfully simple.

Get the book, watch the video, and shop the products at [InspireYourPeople.com/Lead](http://InspireYourPeople.com/Lead)



# NOVEMBER

THERE ARE 19 SALES DAYS THIS MONTH



sun.	mon.	tue.	wed.	thu.	fri.	sat.
27	28	29	30	31	01	02
03 <small>DAYLIGHT SAVING TIME ENDS</small>	04	05	06	07	08	09
10	11 <small>VETERANS DAY</small>	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28 <small>THANKSGIVING DAY</small>	29	30

### NOVEMBER REMINDER



**To Love Your People:** Contribute. Be kind. Be patient. Be honest.  
 Encourage people. Apologize. Forgive. Thank people.  
 It's time to sweep away the eggshells and make good things happen. We do that, it all works.

Get the Love Your People booklet and watch the video at [InspireYourPeople.com/Love](http://InspireYourPeople.com/Love)



# DECEMBER

THERE ARE 21 SALES DAYS THIS MONTH



sun.	mon.	tue.	wed.	thu.	fri.	sat.
01	02	03	04	05	06	07
08	09	10	11	12 <small>(TWO-TWELVES)</small>	13	14
15	16	17	18	19	20	21 <small>WINTER SMOLSTICE*</small>
22	23	24 <small>CHRISTMAS EVE</small>	25 <small>CHRISTMAS DAY</small>	26	27	28
29	30	31 <small>NEW YEAR'S EVE</small>	01	02	03	04

\*SMOLSTICE: SOLSTICE FOR A SMOVER

DECEMBER REMINDER



**To Smile:** Wake up. Be thankful. Be approachable. Complain less. Smile more.

**To Move:** Start early and go long. Go beyond expectations.  
Have a sense of urgency. Be resourceful and resilient.

smile&move®

Get the Smile & Move book and watch the video at [InspireYourPeople.com/Smile](http://InspireYourPeople.com/Smile)

