

NEWS BULLETIN

JANUARY/FEBRUARY 2020

The Most Comprehensive News Bulletin



GROUP OF COMPANIES



Dear Spanus Field Force

Nothing is more effective than consistency when it comes to making our company, or our performance, stand out. Consistency is the habit that leads to success. Lets aim for a Target higher than last months achievement.

Best Wishes.....

Giddi Kishore, PMT
Spanus Division.



Dear Starus Field Force,

"Success is never final. Failure is never fatal. It is courage that counts. This success is the sum of small efforts, repeated day-in, and day-out. The difference between a successful person and others is not a lack of strength, not a lack of knowledge, but rather a lack of will." Let us work together which helps all of us to contribute success and mutual growth of our company and brands.

All the best
Happy sales

Ramya Marella, PMT,
Starus Division.

Dear Field Force Team,

Greetings from Layerly Division,

As you know, we launch the Layerly Division with 1st Time India Products like Colladerm, Colladerm Heal & Gabasmooth. Later on, we came up in the market with Unique formulation for patients suffering with Psoriasis & Seborrhoeic Dermatitis named as "PINEBAR SOAP & SHAMPOO". We have big products range to grab the maximum market. " Don't find customers for your products, find products for your customers" Start your day with the aim of to convert minimum 2 doctors per day. That will help you to achieve your target & will increase your prescriber base. From this month onward, every PS should do Pinebar Soap & Shampoo 50 units respectively. Because, I know my Sales team is very strong and ambitious.

With these message, I'll close here. For any help, I am always here to help you.
BEST OF LUCK!!!! DO WELL...



Neha Giri, PMT
Layerly Division.

STARUS STAR OF THE MONTH JANUARY-2020



Mr. Samudrala Satish
SO Warangal



MR. JANAKARAJ
SO BIJAPUR

STARUS STAR OF THE MONTH FEBRUARY -2020



Mr. Samudrala Satish
SO Warangal

STARUS TOP PERFORMERS OF JANUARY 2020

101.70%



MR. HARISH UGHADE
SO NASIK

101.02%



MR. MEKA PRAVEEN
SO VIJAYAWADA

STARUS TOP PERFORMERS OF FEBRUARY 2020



**MR. JANAKARAJ
SO BIJAPUR**

151%



**MR.VENKATESH REDDY
HQS RAJAMUNDRY**

116%



**MR.ASIF A ANGOLKAR
HQS BELGAUM**

114%



**MR.E.MALLIKHARJUNA GOUD
HQS MAHABOBNAGAR**

114%



**MR.VENKATESWARLU G.
HQS NELLORE**

STARUS TOP PERFORMERS OF FEB 2020

NAME	HQS	% ACHIEVEMENT
ABDUL HAKEEM	KURNOOL	102%
G. NARESH	NIZAMABAD	101%
MEKA PRAVEEN KUMAR	VIJAYAWADA	101%
RAVI SHANKAR	GUNTUR	100%
T. RAVI KUMAR	ELURU	100%
SIDDHARTHA B.P.	DAVANGERE	100%

SPANUS STAR OF THE MONTH FEB 2020



MR.K.CHANDRASEKHAR
HQS KAKINADA

STARUST TOP PERFORMERS OF FEBRUARY 2020

128%



**Mr. Chetan
Hqs Bijapur**

128%



**Mr. AFROZ
Hqs Bijapur**

104%



**Mr. Guddam Nagaraju
Hqs Nalgonda**

102%



**Mr. Ryakala Ramu
Karimnagar**

100%



**Mr. Punith Kumar B
Davangere**

SPANUS TOP PERFORMERS OF FEB 2020

NAME	HQS	% ACHIEVEMENT
M.ASHOK KUMAR	HYDERABAD	100%
MOHAMMED ISMAIL	HYDERABAD	100%
VEMULA DAMODAR	HYDERABAD	100%
MARNENI AMARNADH	HYDERABAD	100%
N L HARITHA	HYDERABAD	100%
S MAYURTEJA	HYDERABAD	100%

LAYERLY STAR OF THE MONTH FEB 2020



Mr. Vivek Challa
Karimnagar

LAYERLY TOP PERFORMERS OF FEB 2020



MR.SHAIK SADIQ AMEEN
SPS HYDERABAD



MR.SUDHEER REDDY
PS HYDERABAD



MR.SHIVA PRASAD
PS HYDERABAD



MR.VISHNUVARDHAN
PS HYDERABAD



MR.K.SRIKANTH
PS HYDERABAD

WELLSHARK STAR OF THE MONTH JANUARY 2020



Mr. SRINIVAS
ASM - HYDERABAD

Characteristics of Sales Men/leaders



ENERGY

Leaders exude high energy levels

Lead by example and persuasion and helly hardwork

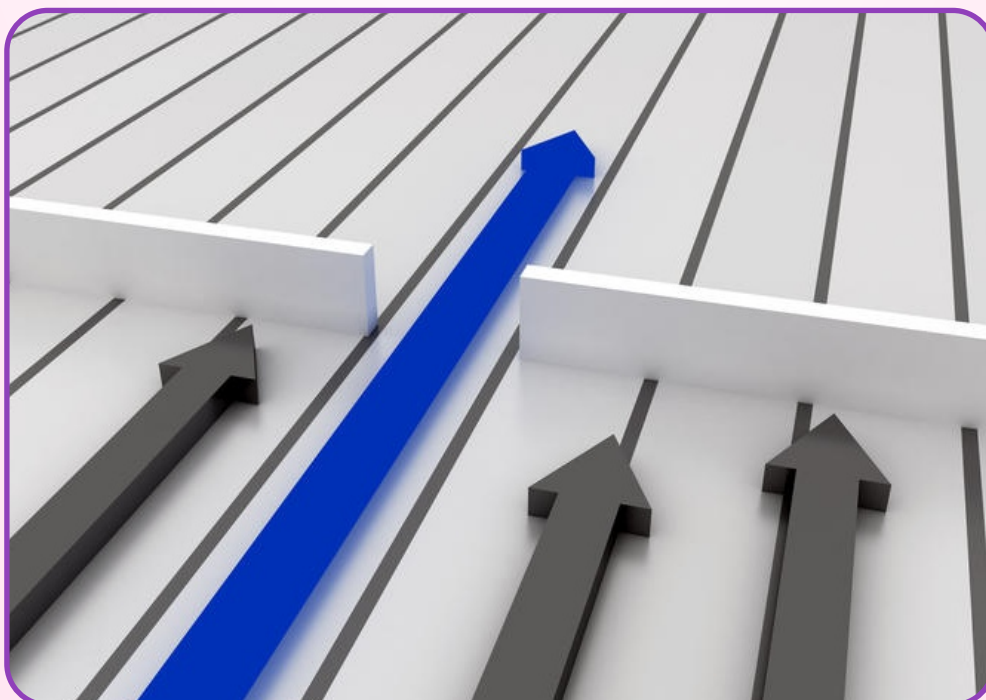
“Putting Extra Time & Effort”

“ QUALITY Call Average”

“Ensuring High activity Level

**EXTRA EFFORT MUST= EXTRA EFFORT READ E BOOKS,
HIGHLIGHT INDEX,**

DISCUSS=INCREASE YOUR POTENTIAL =THINK BEYOND TO EXCELL



VALUES

Leaders instill values

Truthfulness/ Reporting

Never Shift Integrity

Feel Ownership / Bonding

CUTTING EDGE

Leaders display cutting edge/competition

Ultimately the leaders has to get results

Problem solving

Leading from the front

IDEAS

Leaders are full of ideas

Ability to inspire others through ideas

Innovation Marketing Idea

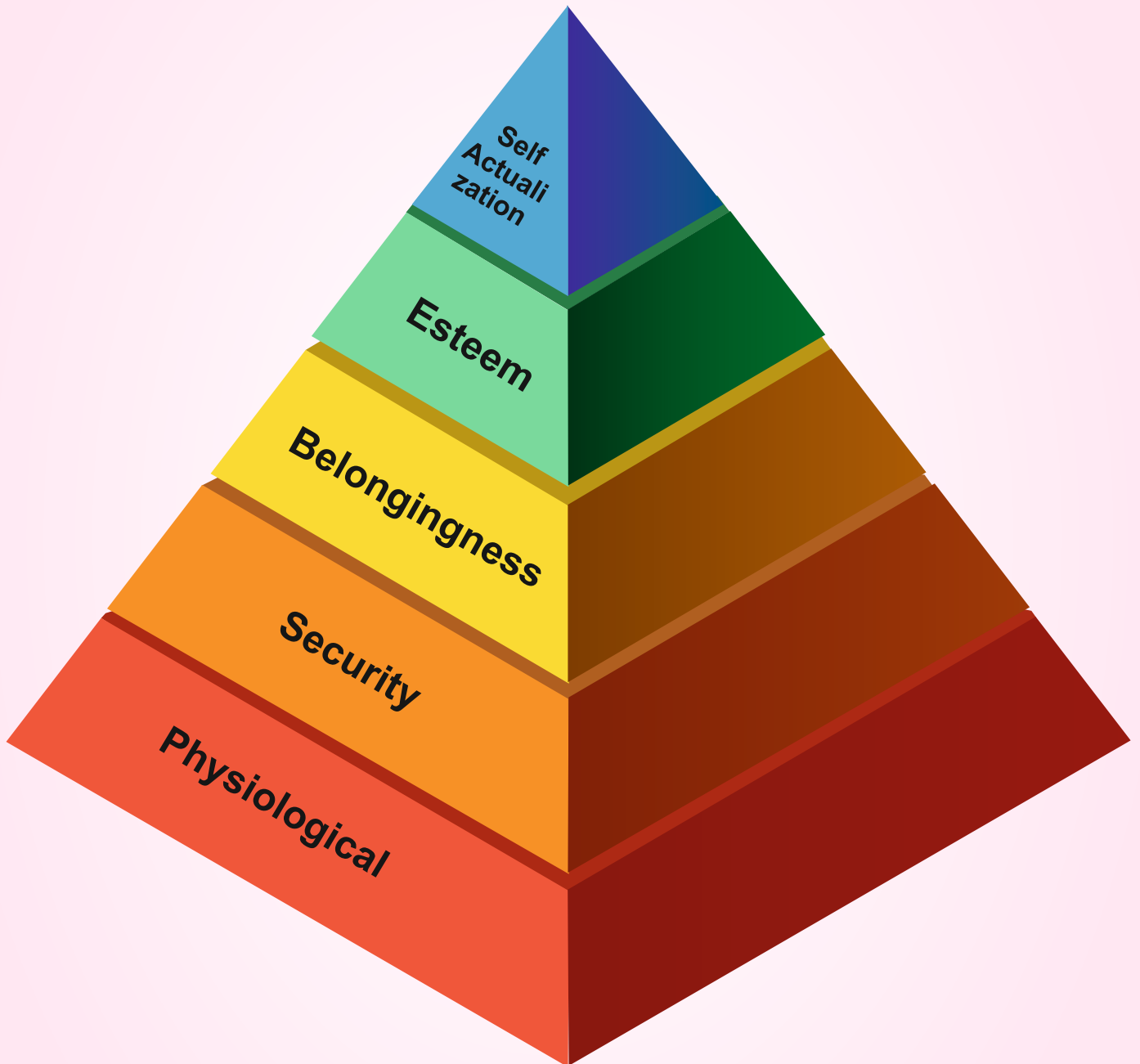
System Idea

Problem solving IDEA

Incentive Games Plan

Pyramid

MOTIVATION MASLOW'S THEORY OF NEEDS



BE ASSERTIVE

Understanding Behaviour

Rockell
amplify your success

Passive

- bullied
- others get things their way
- no-one listens to me
- ‘victim’
- lose/win
- lack self confidence

Passive/Aggressive

- self-sabotage
- obstructive
- attention seeking
- Unreliable
- ‘I’d like to but, I can’t be bothered’

Aggressive

- bully
- wants own way
- wants everyone to listen to them
- win/lose
- in your face
- lack self confidence



Don't Come To

Happy Birthdays

FEBRUARY 2020

NAME	DATE OF BIRTH
Gajje Naresh	25 TH
T. Ravikumar	25 TH
J. Pradeep Kumar	6 TH
Shaik Subhani	16 TH
Satyendra Yadav	5 TH
Sudheer Reddy Challa	26 TH
Abdul Hakeem	14 TH
Madan	6 TH

Happy Birthdays

MARCH 2020

NAME	DATE OF BIRTH
SHIVAM RAJPUT	1
PRABHAKAR	1
SUSHIL ANAND	5
RAVI MUDUSU	6
E.MALLIKHARJUNA GOUD	7
G.KIRAN	7
HARIPRASAD REDDY	8
CH. SAINATH	9
SANTOSH K KUMBAR	11
M SRINIVAS	11
B.NAGA SESHULU	12
P PRUDHVI RAJ	14
V.KARTHIGEYAN	17
BHARATESH	18
V CHAKRADHAR	19
SIDDARTHA.B.P	21
AMARNATH	22
NANDINI AVINASH	23
JALE VISHNUVARDHAN	24
AJITH KUMAR	24
A PRASANNA KUMAR	25
SRINIVAS YALLA	26
PUNITH KUMAR B	29
A.UDAYA KUMAR	30