



Legacy Leadership Development Group

Special Edition

Legacy Leadership Development Group Announcements:

**Legacy Leadership Development
Group was recently Awarded the
Target Training International “Rookie
of the Year” Award at the 2010
Annual Conference in Phoenix
Arizona.**

**The company has also been
appointed to Target Training
International’s Chairman’s Club,
joining an elite group of Solutions
Specialists.**



New Distributors Thriving In a Down Economy Through Ethics and Integrity

*By Matthew Henderson, TTI Solutions
Specialist*

**Ed and Pam Hager, Legacy Leadership
Development Group**

With just 9 months as TTI Value Added Associates under their belt, Pam and Ed Hager of Bethlehem, Georgia, are thriving in these tough economic times. In fact, business is so good they are bringing their children on board to lighten the work load.

At TTI’s Advance TriMetrix® training in Scottsdale, Arizona this past August, I had the good fortune to talk with Pam and Ed about their business plan and marketing practices to try to discover the “secret” of their success.

Ed enjoyed a 22-year career as an executive at one of the nation’s most reputable beverage companies. **When it came time for Ed to retire, he and his wife/business partner, Pam, had the idea to create a consulting firm centered on ethics and integrity. “We chose TTI for our assessments because we felt they spoke in business terms,” explains Pam.**

To launch their new business, Pam and Ed compiled a list of 450 associates that Ed had interacted with in his career and began prospecting through e-mail, newsletters and complimentary assessments. **“People were blown away by the tools. Several comps we have sent out have turned into paying clients,” Pam says.**

Currently, Pam and Ed have 10 main clients as the focus of their business. “We’re working with two major grocery chains benchmarking every position in the company using TriMetrix and DNA—operations, marketing, HR, purchasing, IT and store management,” exclaims Pam. Both companies have asked Ed and Pam to do all their hiring, so they are considering using TTI’s Solutions 4 Hiring® recruiting services.

Additionally, the Hagers are working with a large consumer packaged goods company. **“We gave the VP of Sales a free TriMetrix report, and he loved it so much he decided to use it with all of his sales people in the east coast region,” says Pam.** That sales team has received the “Region of the Year” award and is currently on course to exceed all their goals and objectives.