

LUXURY CE

WHAT CE PROFESSIONALS NEED TO KNOW FOR SUCCESS

THE SKY'S THE LIMIT

How NetJets' top sales executive
lands high-end clients

Solution Savvy

How to show off your products and
installation skills without a demo space

Just Like Home

Crestron designs its newest showroom
with homeowners in mind



Orlando-based **Tributaries Cable** has been awarding employees since 2001. In December, it applauded Mike Pecar Sales as “rep of the year,” and Pete Heiniger/Tandem Marketing and Rich Fairbrother/Taylor Sales as “rookies of the year.” Normally it awards one rookie, but these guys exceeded Tributaries’ expectations significantly in 2009.

Awards are a great investment—they can grow employee loyalty and performance, improve your bottom line, and elevate customer service. No wonder Tributaries has won the “supplier loyalty award” from *Inside Track* 12 times in 13 years. “We pride ourselves on our customer service,” says President Joe Perfito. Plus, getting press on employee awards paints Tributaries and its products in a positive light. *Can you say brand recognition?*