

PEOPLE

ON THE MOVE

Mike Skelton

New Position:

Account manager and sales trainer
The RedRover Co.

Q&A:

Hometown: Memphis

Education: University of Memphis

Career advice: If you are in sales, never stop training and evolving your skills. The markets are too dynamic for a sedentary approach. Keep learning or get left behind.

What you most like about your job: Watching clients' businesses grow as a result of sales training and coaching.

First job in your field: Selling textiles. Specifically, selling cloth to shirt manufacturers in the Southeast.

Personal: Wife of 28 years, Wilana; sons Grant, 25, and Austin, 21. We're really excited about a new church starting in Germantown called the Orchard Fellowship.

Personal hero: My father, Joe L. Skelton. He was in the insurance business for over 50 years. I became fascinated watching him sell when I was 8 years old. He remains consistent, understands right from wrong and maintains the course.

Books read recently: *The Sandler Rules: 49 Timeless Selling Principles and How to Apply Them* by David Mattson



Person you would most like to meet: John Grisham

Favorite quote: "Life is not a dress rehearsal." — Author unknown

Favorite vacation spot: The South Carolina coast

Favorite restaurant: The Half Shell and Cafe Society

Likes about Memphis: The possibilities that exist with A C Wharton in the mayor's office and hearing real blues guitar.

Dislikes about Memphis: The difficulty we have in finding and sustaining a viable economic engine for the city.

What you most enjoy doing in your free time: Playing with my dog and cooking.