



GARNETT
COMPONENT SALES^{INC}

GCS would like to congratulate sales representative Artie Smith on his recent completion of the MANA CPMR Program.

The CPMR program is a three-year program providing executive education to rep firm owners and managers. Participants gain tools, knowledge and insight into operating a rep firm more effectively and profitably.

As a CPMR graduate, Artie has acquired a body of knowledge to better help him service our principals and customer base. He completed training courses on ethics, sales management, sales negotiations, and principal and customer relationships. As a CPMR graduate, Artie has made a commitment to staying on the leading edge of our industry and also to adhering to the CPMR code of ethics.



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