

## ***Q3 Meeting Update***

Hey HTG Community! Our Q3 meetings have culminated in all regions and we thank you for another successful quarter.

Here is a closer look into the meetings:

- Registered attendees:
  - APAC - 99
  - EMEA - 69
  - North America - 502
- Top 3 challenges facilitators observed:
  1. Developing next level leadership within Partner organizations
  2. Growing sales efficiently and effectively
  3. Effective strategies for hiring and retaining technical and managerial talent

This was our Life Plan quarter, and facilitators challenged Partners to reflect upon and share progress toward accomplishing life goals, in addition to holding one another accountable to business objectives. The impact to Partners when life and business are in balance is tremendous, and our facilitators reported that the quality of those discussions this quarter were top notch.

***“Some definite progress was made during this Q3 Life quarter with several counts of openness and rawness being experienced in the peer groups as we looked closer inside the spouse scores and asked each other the tough questions,” said Stu Applegate, APAC Manager***

As we look back at Q3, a week of great conversations were held in all regions. North America and EMEA had the privilege of hosting Dr. Larry Little on Community Day and continued to make a difference within their leadership. APAC fine-tuned and accelerated the 4 plans thanks to the expert guidance of HTG planning architect Laurie Sorensen, as well as North America’s focus on preparing for Q4’s Business Planning.

### ***An Offer from HTG and Dr. Larry Little***

HTG cares about you as a leader both professionally and personally. That’s why we have partnered with Eagle Center for Leadership to provide life coaching for you and those you love. Coming later this fall, you will have preferred pricing as an HTG member in order to engage an Eagle Life Coach. These coaches will provide help for: your marriage, parenting, individual issues and everyday life stressors.

Look for more information at our Q4 Orlando meeting.

***Heading to Q4? [Register Now!](#)***



Don't miss out on this extraordinary opportunity to experience all APAC, EMEA and North American HTG'ers together! That's right - we will all be meeting together in Orlando for the FIRST TIME EVER. The week will kick off right after IT Nation on Saturday. Then, join us for a fun-filled night of laughs and competition at the Aussie Barbie & Trivia Night on Sunday. Don't forget about Community Day on Wednesday – Dr. Larry Little is back to help you achieve more by influencing and challenging others in ways you've never thought of. Grab a free copy of his book, *Influence Though Accountability*, by attending the session followed by breakout sessions unlike before. More fast-paced breakout sessions and interactions continue with over 60 solution partners that will Amplify your business growth for 2019! RSVP and stay for the party as we cap off Wednesday with a soirée hosted by IT Glue.