

July/August Issue 2018

apollo oracle

IN THIS EDITION

*Apollo Welcomes
Tracy Lauderdale
Sloane celebrates
20 years with Apollo
Kudos
& More!*





From Left: DM, Justin Simpson & Robert Sloane



From Left: Victoria Baker, Tony Baker, Dennis Williams, Justin Simpson, Robert Sloane



Robert Sloane Celebrates 20 years!

Who can say they've been with Apollo 20 years? Robert Sloane can! June marked 20 years at Apollo and his DM was there to help celebrate.

DM Lewis Raises Money for St. Jude's



Q: What compelled you to start running marathons?

A: When I started working from home I put on a lot of weight and after having my son I decided it was time to lose it. Over the course of a year I lost 70 lbs and found running as a great outlet for stress and to increase my fitness. I started just running for fun, but then discovered how fun races are and started signing up thinking I could never be very good. Last year I won my age group at two and raced in the St. Jude Memphis Marathon Weekend, where I didn't place but got 193/3300 for the 10k. I picked St. Jude because while all of my other races are just for fun, this one allows me to raise money for a cause I find supremely worthy, and we all know what St. Jude does for the families of sick children. If you'd like to donate here is the link: <https://lnkd.in/eNditYQ>



CERTIFICATE OF EXCELLENCE

This certificate is presented to



Valerie Holden
Merchandiser

Valerie is a continuous outstanding performer at Lowes. The stores she is assigned to have never looked better. She gets her assigned tasks completed, helps customers and is always available for anything else that is requested. She comes to work every day with a positive can do approach and maintains that posture for her entire shift. The managers get unsolicited compliments about the quality of her work! Way to go!



Greg Chaisson
Merchandiser

Greg is professional and extremely hardworking at Lowes. He goes above and beyond every time. He does his work and always offersto help with projects that are not his responsibility and he helps customers with eagerness. Many say he is a "very bright light" ! Way to go, Greg!

-Jeff Dixon & Lowes Managers

for demonstration of superior performance, hard work and dedication.

C. Michael Sunderland
President



A handwritten signature in black ink that reads "C. Michael Sunderland".

CAN I GET A
WOOP!
WOOP!

APPLAUSE, PLEASE!

Valerie Holden

"The stores she is assigned to have never looked better. She gets her assigned tasks completed, helps customers and is always available for anything else that is requested. She comes to work every day with a positive can do approach and maintains that posture for her entire shift. I regularly get unsolicited compliments about the quality of her work. She needs to be commended for her commitment to providing exceptional service always." -- Lowes Manager

Gregg Chaisson

"I have NEVER met a better vendor than Greg. He always goes above and beyond. He does his work and always offers to help with projects that are not his responsibility. He helps customers like nobody I have ever seen. He is hard working and very professional. The only issue I have is I wish he covered my whole Market. Lol. He services the stores in the New Orleans Market. I am truly thankful to have him and wanted you to know how I feel." _ Lowes Manager

Will Harris

"Ms Hammerquist wanted to make sure she spoke with me directly to acknowledge Will for his outstanding workmanship as well as his excellent customer service skills. As an elderly individual Ms Hammerquist requested that her brother was on site during the assembly process and he commented on how much he liked Will for his professionalism and quality of work." -- Bill Blakely on behalf of Assembly Customer.

Adrian Judge

I just wanted to reach out, and let you know what a fantastic employee Ms. Judge is. On 6/23/18, at 9:00 PM (12:00 AM for Adrian) I received a call from an employee letting me know that they arrived at the airport 24 hours before the flight. I reached out to Adrian, who was sleeping at the time. Adrian woke up, checked to see what would work best with our budget. Adrian totaled the cost of each option, and let me know what would be financially viable. Then went beyond the extra mile, in ensuring our Rep would have airport transportation through the hotel found. As our Rep was out of town, and had no vehicle available to her. It was greatly appreciated." -- Mark Craig

William Cheak

William is outstanding, very organized, obviously talented and experienced. He was quite engaging as he laid out parts in an orderly fashion. To find out that he was a veteran made the experience all the better. I would hire this company every time if William is indicative of the quality person and skilled craftsmen they have working for them" -- Customer, Amazon. "William texted, was punctual, equipped. We are delighted! It was completely stress free!" Amazon Customer.

CAN I GET A
WOOP!
WOOP!

APPLAUSE, PLEASE!

John Hines

"The kitchen cart arrived in a zillion pieces! Looked impossible. Our tech John did an amazing job putting it together! It was stunning, but I would have kicked it into outerspace if I had to build it myself. I have the utmost respect for this talented gentleman." - Amazon Customer.

India Rush

Just wanted to let you know the desk and chair look great. India did a great job in installing and this is going to work out great for my son in his room. It was worth the wait in getting it. Want to thank you for helping me out with this." --Office Depot Customer "India was personable, professional and efficient! I could not have picked anyone greater to open my home to!" Amazon Customer

Marion Weidner

"I will say he is a beast. He was there from morning until after 11pm when I left last night." Office Depot Corporate

Tim Carpenter
Tom Lesniewicz
Paula Alexander
Larry Greene

"I am very pleased. Tim, Larry, Tom, and Paula are fantastic. I hope I get them back for Merchandising, if at all possible." --Do it Best Manager

Brian Zick
Damion Hawkins
Kim Hawkins

"Best reset team we have had yet!!!" --Store Approver, Vicki

Mike D'Angelo

"Mike was an absolute pleasure! and amazing at assembling the various pieces of furniture!" - Amazon Customer

HEADING 4



Tracy Lauderdale
Director of Resource Development



Social Media is super important!

Apollo Welcomes Tracy Lauderdale as Director of Resource Development

When Toys R Us announced they were closing their stores early 2018, it was a shock to most – even our CEO. After all, TRU had been one of Apollo’s clients. After realizing TRU employees would be out of jobs, Apollo’s CEO, Mike Sunderland, contacted their HR department to see if we could help transition some of TRU’s employees to Apollo. That’s when Mike met Tracy and realized how valuable of an asset she could be at Apollo. She was officially brought on at the end of May and is helping with new recruitment and training strategies. I was able to sit down with her to find out more.

retail with the last 15 years at Toys”R”Us. Prior to joining the Apollo team, I headed up “Human Resources – Special Projects” at the Toys”R”Us Global Resource Center in Wayne, NJ. In that role, I developed and implemented many programs related to training development, recruiting and retention, recognition and many other initiatives for the entire company. I also worked with several business groups within the company on various company programs for the stores.

Q: What role do you now play at Apollo? The official title is Director of Resource Development.

In my role at Apollo, I will be working with our business unit leaders on acquiring and retaining talent in his/her respective markets, building a talent development program which will identify high performers who are ready for the next level, bring a new level of engagement throughout the field and create training programs to ensure performance excellence for our vendors.

Q: What strategies are you currently working on?

Q. Tell me about yourself and background.

Hmmm, I’ll give you the short version! I was born and raised in Southern Indiana and still reside in that area with my family. I have spent the majority of my career in



Tampa Job Fair
Tracy helped create a job kit our recruiting team uses on locaton. Here is one from our Tampa job fair!

TRACY FUN FACTS

FLA Love

She vacations in the pan handle every year!

23 years

Tracy recently celebrated her 23 year anniversary, and has two awesome teenagers!

I still have a lot to learn about the company, so for the next few weeks I am excited to get out in the markets and learn firsthand what our amazing workforce is up to. I discovered quickly that this is a very complex organization so for me to start creating recruiting and training programs to assist all Apollo business units, I need to make sure I know what I'm talking about! That said, I am currently building a talent development and retention strategy which will focus on job rotation and job enhancement for our workforce. This will be a huge win for our workforce so stay tuned for more details!

Q: I see you use LinkedIn a lot. Is social really important in your world?

Social media can be used for many purposes but in our world it's an amazing tool to promote your brand, company culture and recognize amazing team members from across the country. When you use social media platforms such as Facebook,

LinkedIn, Glassdoor, etc. to promote your brand it can not only create additional business but now you are creating a "buzz" about your company. When there's a "buzz," people begin to take notice. Then, guess what happens? People want to be a part of "Team Apollo!"

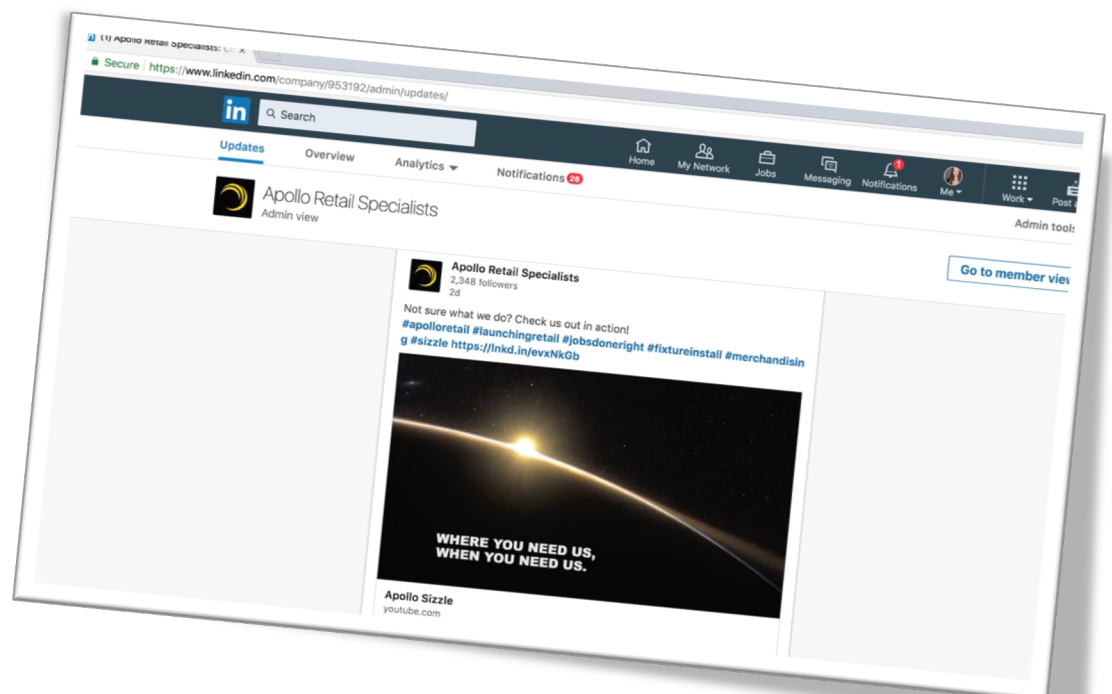
Q: How can Apollo employees get involved with social media? What are the benefits?

If you do not already have a social media account, start by creating one. Remember Facebook and Instagram are personal social media platforms whereas LinkedIn is a professional network. I encourage everyone to create a LinkedIn profile as it promotes not only our company but also your professional brand. The great news is Apollo is on all platforms so our entire workforce should make sure he/she follows Apollo Retail Specialists. Once you follow us, "like" and/or "share" our posts to start creating a "buzz" about Team Apollo! Also, everyone will learn quickly that I love sharing

pictures! So when you are out in the field, take a picture of you or the team and share them using some key Apollo hashtags such as #teamapollo #apolloretailspecialists #apolloretail, etc. and tagging Apollo Retail Specialists.

Q: So, if Marketing blasts an announcement on social, should Marketing also email the entire company to help make these announcements viral?

Absolutely! This is a new approach for many so the more that get involved the better it will work at promoting the Apollo brand. I would take it a step further and encourage business leaders, team leads, etc. to submit pictures from the field along with a compelling story to marketing@apolloretail.com and Apollo will highlight his/her story on the Apollo social media sites. While all of our team members deserve recognition, we should always make sure we get permission before we post!



tips to get more gigs

TIP #1

The squeaky wheel gets the oil

Pick up the phone. Call and send messages. If you're DM isn't answering, then try Facebook messaging Apollo or emailing recruiting@apolloretail.com to see what other opportunities are out there. If you work in Merch maybe you have skillsets that will allow you to work in Service & Assembly or Fixture Install.

TIP #2

Be willing to travel

Being willing to travel will increase the chance of you getting more work. So don't be afraid to hit the road!

TIP #3

Learn new skills

Build furniture but not bikes? Talk to your DM about getting more training in your division or other divisions.

TIP #4

Network

When you're on your first gig. Make friends. Exchange email addresses and stay in touch with co-workers. Often they can help give you inside leads more work.

TIP #5

Be Patient

Sometimes work will come in your area and then go away. If that happens consider taking another flexible part-time gig and be patient. Work is cyclical and will come gain! Be patient.

Did you know?

We're doing a step challenge soon?

Apollo's Wellness Committee is Teaming Up with Walker Tracker!

That's right! We want to get you moving! Register for our app challenge soon where you can track your steps and potentially win cool prizes. Registration begins August 1st! Hurry there's only 500 slots available! The "Get Your Kicks on Route 66" challenge begins Sept 1. Play individually or create your own team. Whoever crosses the finishes line on the west coast first wins!

Head over to apolloretail.walkertracker.com to register today!

Did you know your phone comes with an internal pedometer? On iPhone it's called the Apple Health app. On Androids it's called Google Fit. Carry your phone with you at all times to track! Walker Tracker syncs to all apps and devices, so if you have a Fitbit you can sync that up instead!

The screenshot shows the Walker Tracker app interface for user HeatherPetrone. At the top, there's a banner for the "Get Your Kicks on... ROUTE 66" challenge with a map showing the route from Salt Lake City to Denver. Below the banner is a navigation menu with options: Your Stats, News Feed, Friends, Teams, Competitions, and Admin. The "Your Stats" section is active, showing a progress bar for 29,920 steps needed daily to reach a goal of 7,000 per day. It also displays today's steps (0), daily goal (7,000), best day (2,539), lowest (0), and average (1,441) over the last 7 days. A "Stats Charts" section shows a bar chart for HeatherPetrone from July 17 to July 30. On the right, a user profile for HeatherPetrone shows her last login, walker since date, 35 entries, 8,515 steps, and 3.8 miles. Below the profile, there's a "FRIENDS" section with no friends yet, and a "FROM THE BLOG" section with three articles: "Incentives: 5 Ways to Motivate and End Apathy" by Kristina (6 days ago), "For A Healthy Brain, Get Your Blood Pumping" by Tiana (14 days ago), and "Why We Love To Make To Do Lists" by McKenzie (July 9). The last article is "Essentials for When You Want to Do More Than Just Walk in the Park".

health

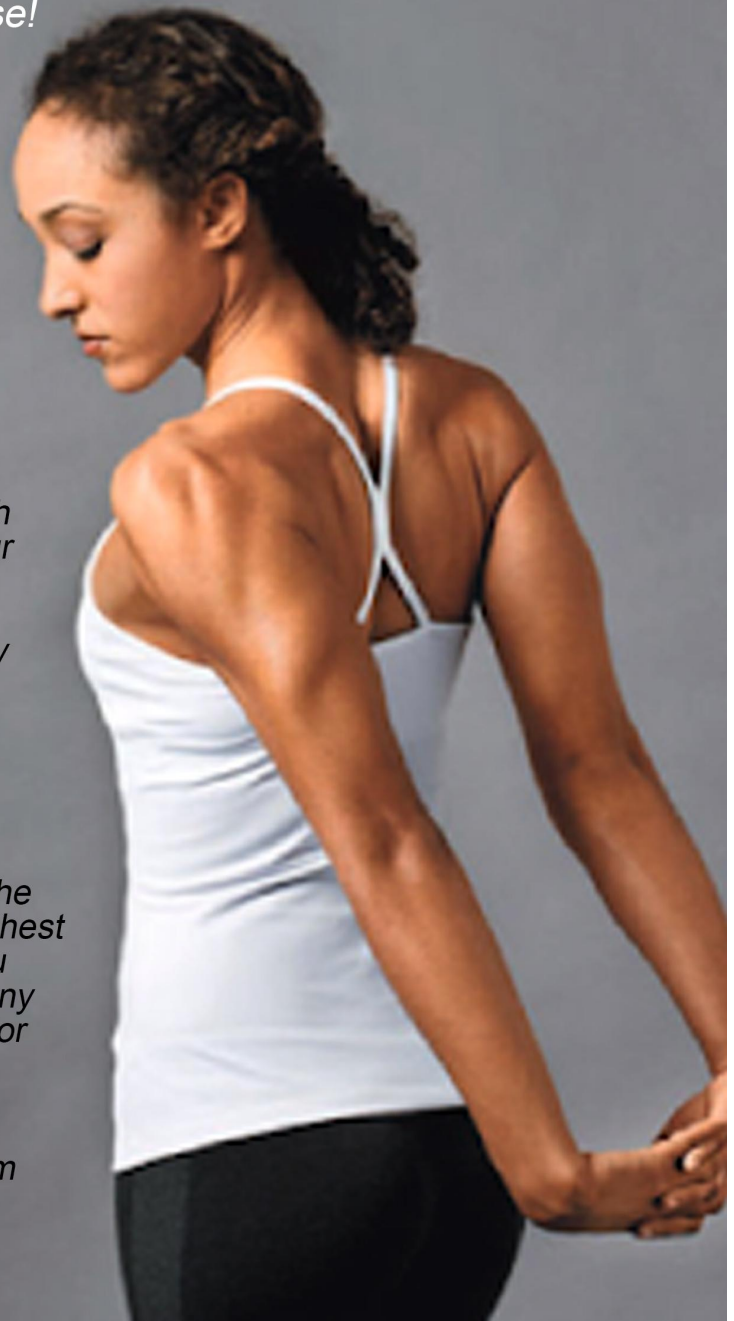
Hunching over your steering wheel, or the computer, even your phone can collapse the chest and build knots in your shoulder blades. To counteract this be sure to stretch multiple times a day. Here'sn an godd one to try!

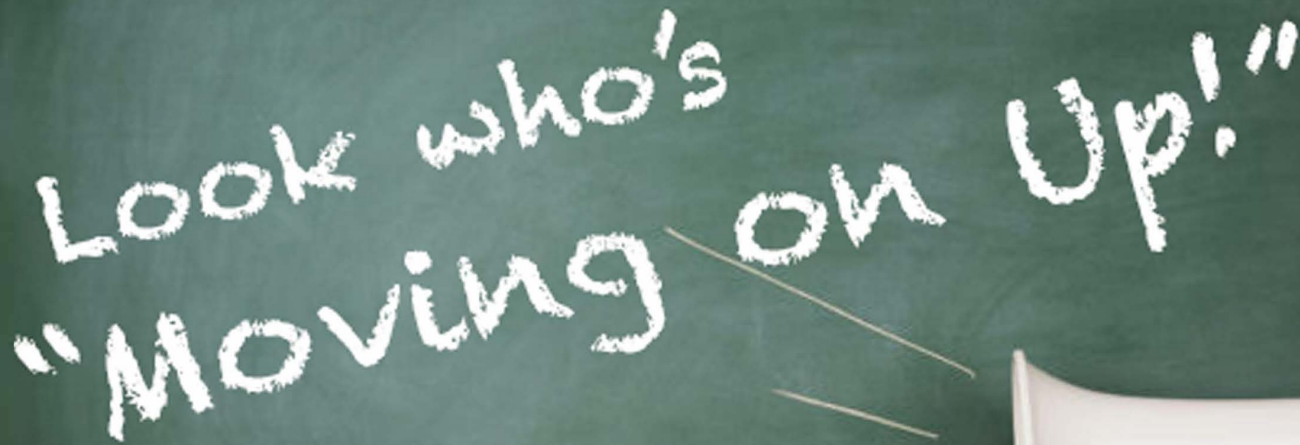
**remeber to consult a doctor before any exercise!*

BEHIND THE BACK STRETCH

- *Stand comfortably with feet apart and reach both hands behind your bum, and interlock your fingers.*
- *To increase the stretch in your neck, slowly lower your right ear toward your shoulder.*
- *Stay here for 30 seconds, and then switch sides.*

This stretch may seem simple, but it is one of the most rewarding. This stretch helps open your chest creating better airflow to your lungs making you more awake and aware. It also helps release any neck tension. Releasing neck tension is great for relieving stress and becoming more relaxed throughout the day. To get a better and deeper stretch slightly bend the knees and bend at the waist. Fold forward and lift your arms away from your back as far as possible!





Look who's
"MOVING ON UP!"

A Congrats is in Order for these recent promotions:

Employee Name - New Position

Crystal Rhodes
Becky Spencer
Alison Schaefer

District Coordinator – MIN
District Coordinator – MIN
District manager – MIN

And let's give a SHOUT OUT to our new hires!

Savannah Salter
Skylear Sanchez-Valentin
Marlisa Mungo
Amberlee McBride
Holly Tedder
Susan Park
Valdespino Rushin
Nikki Wauldron
Tracy Lauderdale
Brenda McNabb

Customer Service Agent
Talent Resource Specialist
Talent Resource Specialist
Talent Resource Specialist
District Coordinator - MIN
District Coordinator – MIN
Project Manager – MIN
Dir of Operations – MIN
Director of Resource Development
Business Development



From Left: Linda and Neal Pressnall

Linda & Neal Celebrate 50 years of Marriage!

These two work in service and assembly for District Manager Dustin Hall building bikes and assembling products for customer in-home!

CONGRATS you two!



STAY CONNECTED

FOLLOW US ONLINE



Catch Us Online!

www.apolloretail.com

www.facebook.com/apolloretailspecialists/

<https://www.instagram.com/apolloars/?hl=en>

<https://www.linkedin.com/company/apollo-retail>

<http://furnitureassembly.com/>

<https://www.facebook.com/furnitureassemblydotcom/>

Helpful Information

IT Support

Phone: (855) 558-8776

Email: helpdesk@apolloretail.com

Payroll Support

Phone: (888) 738-1873

Email: payrollsupport@apolloretail.com

HR Support

Phone: (877) 215-1996

Email: hr@apolloretail.com

Contact Us for Submissions!

Would you like to see your team's last project highlighted in the Newsletter? Have a recipe you'd like to share? Please feel free to email us with photos or submissions related to the below subjects:

- Photo of your team (both in action and as a group)
- Recently Engaged or Married? We'd love to share your announcement! Send in your engagement photo/marriage portrait along with the details!
- Celebrating the life of a new born? We'd love to announce a birth of a child/grandchild - send in a photo along with some details!
- Cherished Family Recipes
- Photos of your favorite pets

If you'd like to submit pictures, article recipes, or anything you'd like to see featured, please reach out to in Human Resources at hr@apolloretail.com