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The greatest comeback story

by **Debra Pearlman**

When I think of the title for this article, my first instinct is to tell you about my pitiful, tear-jerking, childhood. But then I realize that most of us have similar, if not worse, stories of our own to tell. How much personal information is too much? How much do readers really want to know about me, the writer?

So, instead of writing a warm and fuzzy article about how I survived a myriad of trials and tribulations in my short life, I am going to offer you something different. A story based on self-improvement; self-esteem; growth; independence; and, the strength to stretch my comfort zone and make my dreams a reality.

First let me say that I love what I do for a living. I am passionate about helping other people be successful in reaching their business/sales goals. You might think it shallow that my focus is on business and sales, but be open-minded here and give me a chance to broaden your thinking. Entrepreneurs, sole-proprietors; independent sale agents for various industries...all have something in common. They all need to be, not just want to be, successful. We all have bills to pay at the minimum. We all have goals and dreams that we wish to achieve.

I have been employed by nationwide organizations and was always successful in my role as either a Sales Rep; Sales Manager or Sales Trainer. My sales teams always exceeded the territory goals and came in #1 in their region several years consecutively. And, always, just before I was to be paid a very handsome commission, there was a lay off or downsizing.

In sales, whatever the industry, 'lay-off's' or 'downsizing' - whatever they want to call it - is prevalent. It seems to happen just before a rep or manager is about to get a nice check. If a sales professional is savvy, they know to have a signed contract guaranteeing them any and all commissions owed if for any reason they are 'let go' before the pay date.

My story: After being laid off three times and having to litigate against one for truly wrongful termination, I decided I had made enough [money](#) for other companies and started my own business. Now I do what I did for shareholders for myself.

I coach individual business owners and independent sales professionals. I act as a consultant for all size businesses and train their sales teams - both inside and on the road warriors. In addition, I am a professional speaker and facilitate group workshops both paid and pro-bono.

My Recommendation: Never allow someone else to have control over your destiny!

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