Everyone praises the feats of both Armstrong and Aldrin as the first humans to set foot on the moon, but what about the third guy, and what has that got to do with teamwork?

The third person who went to the moon with Armstrong and Aldrin was a guy called Mike Collins; he was the one that was floating around the moon in the space capsule alone while the other two set down on the moon. In fact, he went around the moon twenty six times, solo.

Lessons about team work

While the other two were down on the moon he had to fly his craft round and round the moon. If he pressed the wrong button or knocked the wrong lever he would leave both Armstrong and Aldrin stranded, to finally run out of air and die. Fortunately that did not happen and history was made.

A couple of great lessons here; the first is that you want to make sure that whoever is on your team you have absolute faith in them to do the job; and secondly you have selected the right person.

It's a great time to review your team and see who would stand by you or would help you as the year continues to unfold.

Good selling.

Mike

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Mike Brunel started mikebrunel.com after being a successful entrepreneur and founder of NRS Media. He co-founded NRS Media in Wellington, New Zealand, expanded it into a global powerhouse in media sales and training, and was eventually responsible for opening offices in London, Atlanta, Toronto, Sydney, Capetown, and Bogota. He has hired hundreds of salespeople around the world.

He made a lot of mistakes when it came to hiring his superstars. Check out his How to Hire A Super Salesperson Each and Every time – It's packed with tips and ideas on how to hire great salespeople. Don't ever Hire Bad Salespeople Ever Again. Promise!