

## Elavia Org Newsletter



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### Up Coming Events

[Assistant Manager Training](#)

OCT 10th – 12th in ATLANTA

### Editor's Note—"Gentlemen, this is football"

Football season is here and there is no doubt that this is a sport unlike any other. The Passion, the Pride, the Pageantry is unmatched to any other sport. It is a game about gaining territory as much as it is about scoring points. When two teams step onto a football field, each is battling for every inch it can take from the other. Each team wants to defend the field that is behind it and invade the field in front of it. Ultimately, they want to gain enough ground to score a touchdown.

It is hard to talk about football without mentioning one of the greatest football coaches of all times – Vincent T. Lombardi. We therefore present this edition of the newsletter in honor of football and in honor of Vince Lombardi.

*- Manissha Elavia and Carly Landolt*

### LOMBARDI ON MENTAL TOUGHNESS



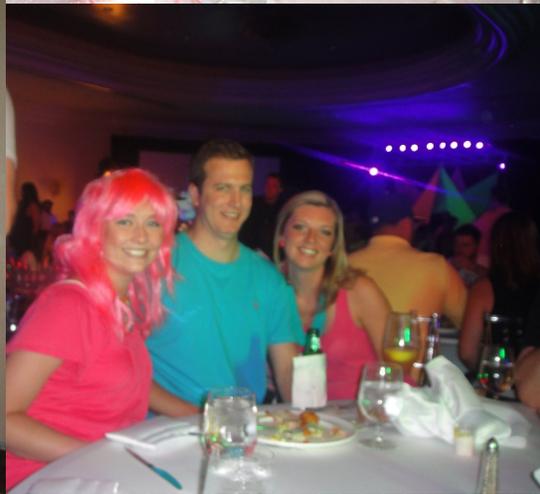
**From "What It Takes To Be #1" by Vince Lombardi Jr:**

"Mental toughness was one of my father's favorite topics. He believed it was the single most important skill leaders could develop in themselves and in the people around them. Mental toughness is the ability to hold onto your goals in the face of the pressure and stress of current reality. It is the ability to hold on, and hold onto what you want in the face of what you have got. Mental toughness is the glue that holds a team together when the heat is on and helps that team persevere just a bit longer, which in many cases is just long enough to outlast the opposition."

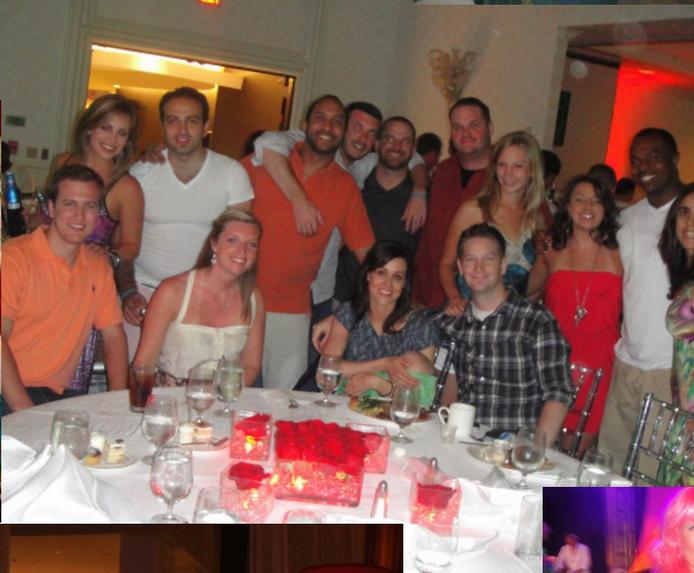
# R&R 2012 - Miami, FL



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# R&R 2012 - Miami, FL



# An Interview with Adam Cline

On the 30th July 2012 Adam Cline opened up his office in Vienna, Virginia.

The name of his company has a certain significance to Adam. Adam is from Pittsburgh and the confluence of the Allegheny and Monongahela Rivers form the Ohio River at Point State Park in Pittsburgh. Therefore 'Point' is symbolic of his hometown as a reference to the three rivers that come together at that point: Ohio, Allegheny and Monongahela. Additionally, 'Point' also refers to the notion that ideas come together to form a point.

He opened with a team of seven leaders: Vince Taweel, Lorenzo Taylor, Avery Hines, Austin Reeding, Kris Bird, Salman Kabir and Hasan Bseiso.

After being open for a month his office has added on: David Levinson, Anthony Vargas, Michael Coy, Alex Villanueva, Chad Thorton, and Evan Reid.



President Adam Cline



## Adam Says:

“What truly motivates me now is seeing the people close to me reach their potential as well. I have made life-long friends in this business and their success is entwined with my own.”

## Hello and Welcome to the Team Shannon Gelson

Shannon Gelson joined the business in 2010 as a leader in Philadelphia. With two years left until graduation, she spent her summers working in various internship positions from training to administration.

Another field she found herself in during this time was the rugby field- playing for Saint Joseph's University as Director of Recruitment and while abroad at the National University of Ireland. In May 2012, she graduated from SJU with a Bachelors Degree in Marketing. In August 2012 she made the move to Vienna to rock it out with Mark, Hoge, Adam Cline, and Carly Landolt as an Administrator.



# Featured Administrator:

## An Interview with Elizabeth Kostilnik

### How did you get started in the business?

I am originally from the Atlanta area but moved away for a bit. I came back to the Atlanta area in December 2011 but the position I moved back for fell through. Thankfully, I found Scott and I knew it would be a great fit because of the company culture and family environment that we have. I started in the field and moved into the recruiting role after about six weeks.

### What does your role mean to you?

I love helping people. I think that is a huge part of any position within the company and organization as a whole. I used to be a teacher, so I love doing what I can to push others to do their best and reach their goals. It is very fulfilling to be able to talk to people about their dreams and offer them the opportunity to make it all happen. I also really enjoy being in such a valuable role for the growth of the company, and it is even better to know that all my hard work is really appreciated!

**HR Director**

**Elizabeth Kostilnik**



### What is the best piece of advice you would give to a new administrator?

I would highly recommend that everyone start out in the field. I learned so much, and I use the system everyday. It was really interesting to me when I switched over to see how useful my 4s, 5s, and 8s were. Being personable is key. Everyone who comes in tells Scott that they thought I was so nice, and I think that is really the ticket with retention. The company culture is why I started, so I am always sure to share my experiences with others.

Never forget, there are a lot of great people in this business, there is always someone who has been in your shoes, and there is always someone willing to help and give advice on how to overcome any problem you may be facing.

### Fun Fact about Elizabeth:

I really enjoy kickboxing. I got into it in high school and kept up with it sporadically through college. I used to train with an MMA gym with some professional and amateur fighters a few years back, and loved every sweaty, exhausting minute of it. I only do the training; I am far too scared to actually ever fight someone, but I still enjoy watching fights, and I would like to get back into it when I can.

# What else went on in August and September?



KeShawn and Mario enjoying their dinner while at their Business Building Block training in August 2012.

Congrats Yanik for winning the Operation Smile Raffle! Dinner with Consultant Brandie Park!



Malcolm Elavia at the Canadian National Conference and Canadian Business Building Block.



At the Georgia Dome watching the Falcon's Game!!

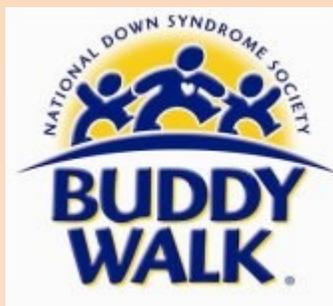


Meet the Team!



CONGRATULATIONS to Scott and his team for making your debut on Atlanta's Business Chronicle's 2012 Best Places to Work List at No 3!!!

# Events in October and November..



On Sunday, October 7, We will be walking in the Atlanta Buddy Walk to show our support for Kris and Scott Corn's son, Wyatt, and the more than 350,000 individuals with Down syndrome in the United States. Kris is TEAM CAPTAIN of WYATT'S WARRIORS and wants to do her part to make sure that each individual is given every opportunity to reach his or her full potential.

Every step we take, every dollar we raise, we will help ensure that each individual with Down syndrome in the United States will be able to do just that. So Join in If You Can!! See You Then!!

Wear Pink and Support Breast Cancer, because.....



Nov 24th 2012. Whose side are you on?



NOVEMBER 1st to 3rd



## Business Building Blocks

Business Building Blocks allows qualified assistant managers to receive a full day of Franklin Covey training (based on the 7 Habits of Highly Affective People) on Thursday, followed by the actual BBB material on Friday and Saturday.

Assistant managers get tools and resources to open a successful office. It also introduces them to their Cydcor resources and build relationships with other assistant managers, opening up lines of communication for the future.



Operation Smile's international missions are conducted throughout the year in hard-to-reach places throughout the world. It facilitates treatment for facial deformities, either by conducting medical missions on the local level or by conducting year-round programs in existing health facilities or through the development of clinics.

Let's raise funds through October and November and do our part to give a child back a smile.

**Assistant Manager Training in Atlanta Wednesday, October 10th through Friday, October 12th.**

**Learn about Strategies in Choosing Markets, Recruiting, Effective Coaching, Being Solution Oriented/Problem Solver, Time Management, Financials, Ads and Placements ....and a whole lot more!**