

i-PRO had a very busy week last week during ISC-~~W~~~~E~~~~S~~~~T~~~~e~~~~s~~~~t~~. Both the booth and meeting rooms were packed, and I thank the i-PRO ~~Team~~~~team~~ for keeping me busy. My favorite part of the ~~Conference~~~~conference~~ is ~~to~~-get~~ting~~ to see and say “~~Thank~~~~thank~~~~y~~~~ou~~” to the partners I have had the honor to work with and get to know over the years. As many of you know, I have represented the i-PRO/Panasonic brand directly, as a distributor, and as a networking integrator. I have stayed close ~~by~~~~to~~ the product because I have such ~~a~~ strong belief in i-PRO, ~~which is~~-~~t~~~~t~~The right choice for the end user. Looking back, the most challenging was being an integrator; managing top~~_~~line and bottom-line revenue, expenses, receivables, employee challenges, benefits, ~~and~~ the list goes on. ~~i~~-PRO is committed to supporting our loyal partners, ~~and~~ we have built our model to provide leads protection and support. Our ~~a~~A~~uthorization~~ ~~p~~P~~rocess~~ and distribution model ~~was~~~~were~~ built to help you maintain margins. If we did not happen to catch up last week, please feel free to reach out. I have been in your shoes~~;~~ now walk in ours! Thank you all.