

# Louise Charron-Goodall

*Trustek Sales Inc.*

*President*



**Q) What is the best career advice you ever received?**

A) Be true to yourself and always think outside of the box.

**Q) If you could go back in time and give your younger self career advice, what would it be?**

A) Don't waste time, stay the course because life is short.

**Q) How did you get your start in the plumbing & heating industry?**

A) My husband and I started our Sales agency in 2000 with the encouragement of fellow CIPH agents from across Canada. Although, my first CIPH National conference was in Ottawa back in 1985 as a companion, I certainly became more involved in 2008 as the sole proprietor of the company.

**Q) What is the most unusual job you have ever had (in any industry)?**

A) Selling bingo cards in the basement of my local church.

**Q) Best vacation ever was...**

A) My heart is in Arizona playing golf, but I must say Italy was the best vacation ever. The sites, the food and especially the wine.

**Q) Who do you follow on social media?**

A) I follow some social medias especially the ones involving our industry.

**Q) LinkedIn, Facebook or Instagram?**

A) LinkedIn and Facebook.

**Q) Best business book you have ever read.**

A) Gung Ho by Ken Blanchard. This was a fast read and broke down in simple words and examples the business world.

**Q) What are you reading now?**

A) Rick Mercer Final Report

**Q) What do you like best about this industry?**

A) As a manufacturer sales agent, I have the opportunity to deal with the end users, wholesalers and the companies we represent. I must say the people are the best.

**Q) What is your current job and what do you love about it?**

A) Owner of Trustek Sales Inc., dealing with our customers and suppliers. I spend half of my time on the road and the other half managing the day