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with Rick A. Morris



### The Work/Life Balance Friday at 2 PM Pacific March 04th 2016: Succeeding in Sales

Rick A. Morris interviews Greg Huffman from Blue Ridge. Greg and Rick have had a long and successful business relationship spanning three different companies. Join this show where they will discuss some of their favorite memories, stories of how to succeed in sales by following the right principles, and hear some entertaining tales! They will share how they met, started R2 Consulting, and even how they competed and won deals against some of the largest competitors in the industry. This is a can't miss episode!

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### Featured Guest



#### Greg Huffman

Greg Huffman is a representative of Blue Ridge. Blue Ridge is named a leader in the 2016 Gartner Magic Quadrant for Supply Chain Planning Systems, Blue Ridge provides revolutionary cloud-native supply chain planning technology specifically designed for retail, wholesale and distribution. We enable our customers to increase revenue at lower costs by delivering an unprecedented level of precision and accuracy to forecasts, resulting in higher fill rates to customers and increased profit. Implemented in as little as 90 days, Blue Ridge ensures products are available at the right time without incurring excess inventory costs. For more information, visit

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