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## Taking a 'Team-First' mentality: Enercare Connections 2018 Thought Leadership Event



*Whether in sports or business, great leadership can be game changing.*

What a thrill it was to hear this message directly from former Toronto Maple Leafs captain Wendel Clark as he addressed our guests of developers and property managers during our 5th annual Thought Leadership event.

Known for his gritty game and genuine nature, Mr. Clark told us that he believes the best leaders have a 'team-first' mentality. The Leafs legend also underscored that "vision is essential for leaders" if you want to direct your team to win consistently.

Our event also featured a behind the scenes presentation by Bryan Leslie, Director, Building Operations & Project Manager for Maple Leaf Sports & Entertainment (MLSE). Mr. Leslie spoke about how he and his team strive to meet and exceed MLSE's customer services standards, describing his team as 'the driver' and the building as 'the vehicle'.





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He told our crowd of 40 that this mentality empowers him and his team to faithfully and successfully adhere to MLSE's principles of customer service, reliability and customer retention.

As the event hosts, John Piercy, President of Enercare Connections, and I stressed the importance of adding the human element when engaging in business, and shared how building real, genuine relationships with clients and colleagues helps us all be successful.

Similar to former Toronto Maple Leafs captain Wendel Clark, Enercare Connections is “captain” to Canada’s sub-metering industry. With more than 18 years of experience in operations and installations and 255,000 units under contract, we hold a deep understanding of the laws and regulations governing the sector. **Our entire team is located under one roof, so we’re able to service what we sell, control hardware quality and deliver the highest level of professionalism to our clients and their residents.**

Following our fire-side chats and book signing opportunities, we made our way to the Scotiabank Arena to watch the home town Maple Leafs take on the Calgary Flames.

Spending the evening with many of our ‘game changer’ clients and a ‘game changer’ hockey hero like Wendel Clark made for one unforgettable night.



**About the author:** Enercare’s Vice President of Sales and Marketing, Ephram Spiegelman brings sales leadership, client management, and teambuilding expertise driving the company’s Enercare Connections sub-metering and energy management solutions for electricity, water, thermal, and gas consumption metering in the multi-residential and commercial sectors.

You can find Ephram on [LinkedIn](#).

If you’d like more information about how our team can help you to achieve your energy management goals, give us a call at 1-877-513-5133 or, contact us at [Client.Care@enercare.ca](mailto:Client.Care@enercare.ca).

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