

# ANNOUNCING NOTEWORTHY PODCAST GUEST, ADAM SITES CWT

Service Manager and Sales Manager of Capitol Technologies



## Want to know the Secret 6 Steps to resolve any new problem you run into in the field?

When [Adam Sites](#) CWT, Service Manager and Sales Manager of Capitol Technologies, runs into new challenges in the field, he turns to **these 6 steps**:

1. Identify the problem
2. Think through what could be going on in your memory banks
3. Reach out to others who might have more experience with your problem (the client, fellow Mastermind Members, professionals in your network, mentors, your suppliers)
4. Test what you think the issue is until you've narrowed it down
5. After testing and you've figured out what the issue is, treat and observe
6. Document what you did and learned, and share what you learned with others

If you want to provide your clients with solutions and not excuses, listen to Adam Sites' upcoming [Scaling UP! H2O Podcast](#) episode.



## How do you use your time?

Water treaters are busy people. When you ask any Water Treater how they are doing, 9 times out of 10 their answer is “Busy! There are not enough hours in the day.”

When business shut down due to COVID-19, Adam Sites didn't binge-watch his favorite show or learn how to bake bread, instead, he used that gift of time the best way he knew how. He shares “I used the Pandemic to work on my messaging, and what I wanted to say. I built up my knowledge in new areas and established a better plan to figure out ‘What is the right kind of business and who do I want to talk to?’ Now I'm better prepared to talk to new customers.”

Knowing what Adam Sites knows if you were given 80 additional hours today, what is the first thing you would do to scale up your knowledge?

## Don't miss this episode

Listen to Adam Sites' podcast episode by visiting [scalinguph2o.com/286](https://scalinguph2o.com/286) or tune in wherever you get your podcasts anytime after **December 16th** to hear practical advice on what to do when you run into problems you've never faced before.



## Want to learn more about the **Scaling UP! H2O** podcast?

To contact the Scaling UP! H2O podcast for an interview or other queries, email Executive Podcast Producer, Corrine Drury at [corrine@blackmore-enterprises.com](mailto:corrine@blackmore-enterprises.com).

At Scaling UP! H2O, we believe in providing easily accessible educational content for professionals working in the best industry in the world, industrial water treatment. Because of our drive to provide the very best digital content for professionals in the water industry, we air a weekly podcast episode delivering groundbreaking content that can be heard wherever our audience listens to their podcasts. Thanks to our trusted and knowledgeable host and generous industry expert guests, our podcast has skyrocketed to become ranked in the top 3% of all podcasts globally by Listen Notes, averaging over 10,000 weekly downloads.