

Welcome to the latest [Martians Reunited](#) update.

*Emma and the Chocolate Factory* - the young foster child of Paul Streeter loved this photograph of [the real thing](#) in the Slough factory after watching the Johnny Depp movie. There are lessons for all of us in "[I am about to do a new thing](#)", which is a superb retiree story by Hal Toberman, and we have the usual mixture of news, videos and articles.

Please forward this newsletter to any other Martians you know if you think they might be interested to know about Martians Reunited.



#### What's new on the site this month?

As you can see, we have converted the site to petcare advertising - **our thanks to Jan van Bon for his continued support for Martians Reunited.**

**A fascinating video by Dan Pink** using innovative graphics to argue that the key to motivation is job mastery and a sense of shared purpose not money.

Don't forget to check our regular pages for [new members who've joined in the last month](#)

**And here's another [selection of articles](#) from McKinsey and Bain on growth, talent development and retail pricing.**

#### **Beyond expats: Better managers for emerging markets**

Jeffrey Joerres, CEO of Manpower, argues that the era of the Western expatriate manager is ending and it's time for a local approach.

#### **The value proposition in multichannel retailing**

Consumers love low prices, but retailers shouldn't overlook the way shoppers perceive value online and in stores.

#### **Using your sales force to jump-start growth**

There's a reason it's called a Salesforce and here are four innovative ways in which companies can use their sales force to drive growth.

#### **Preparing your organization for growth**

Companies that address their organisational weaknesses as they implement growth strategies give themselves an advantage.

#### **Solving the talent problem: A decision approach**

A fresh approach from Bain looking at talent management through the lens of decisions.

**News items this month include:**

#### **Not yet a member of Martians Reunited?**

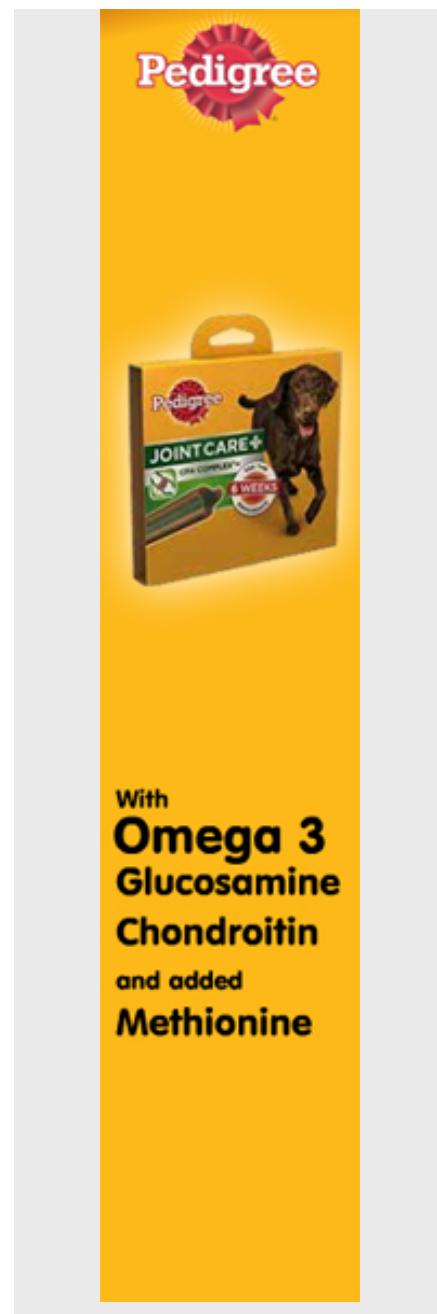
Click here to join: [Register Now](#)

#### **Is your Profile complete?**

Click **Member Profile** at the top right hand corner of the Home Page to update your details or add a photograph.

- [First ever fundraising event](#) hosted by the PEDIGREE Foundation in the USA.
- [Dave Hammond retires](#) after four decades of service
- [Mars Units lend a helping hand](#) to tornado victims in the U.S.
- [M&M'S characters announce their decision](#) to pursue solo careers!

All best wishes  
Mike & Lis



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