

**5 Amazing ways
to get your Sales Team
Fired Up**



- Do your Sales Team share your drive?
- Do they believe they are doing something important?
- Are they going the extra mile
- Do they tackle projects with passion and purpose?



What if you answered No to any of the previous questions?

- I suggest it's time to work on your teams motivation
- As the Sales Leader your job is not just to provide direction and ensure the job gets done



A Sales Leaders job is.....

Your job is to Inspire and encourage!!

If you feel you haven't been doing this
or don't know how to?

Then these tips will help



1. Walk the Talk

Honesty is your most potent sales strategy.
Avoid;

- Making false product claims
- Making promises you can't deliver



1. Walk the Talk

To your team, you are the company's best advertisement.

- Give them action not words
- Results not promises



Malden Mills CEO is an example

Mills had told his employees for years that they were family.

In 1995, fire levelled the business

He took care of his family. Rather than lay off 3,000 staff, he kept them on the payroll



2. Show Respect

- Treat your staff like loyal partners not underlings
- Listen to their opinion
- Make room for their vision



3. Give your Staff Room to Grow

- No one wants to be an underling for ever
- Encourage your sales team to grow and develop themselves
- Support them to establish a genuine career path that's rewarding for them



4. Give your Staff Flexibility

- Give your sales team the freedom to achieve their desired goals using their own approaches
- Be an encouraging leader
- Light the fires of your teams motivation then step aside....and let them inspire themselves



Recognise and Reward

- Celebrate successes
- Rewards don't have to be in cash, it could be flexible work schedules, promotion, time off or a simple thank you...be creative
- If the team hits quota....take the team for coffee and donuts



Recognise and Reward

- Remember, no business can succeed without a supportive workforce
- Team motivation is important
- Inspire your team to work smarter and develop themselves



For a free 60 minute MP3 on solutions to the problems new sales managers face every day, visit www.SalesManagerMastery.com

