

SALES LEADERSHIP STEPS FOR SUCCESS

STEP 01

MOTIVATION

- How motivated are they?
- What motivates them?
- How can you engage?
- Goals (personal and professional)



“Why do you get up and do this job?”

“What do YOU want?”

“Did you do what you committed?”

“If not, why not?”

“What are you going to do differently?”

STEP 02

ACCOUNTABILITY

- Time and Territory Management
- Math of Success
- Strategic Action Plan
- Meeting Cadence



STEP 03

COACHING

SKILL AND WILL:

Skills

- Selling competencies
- Behaviors
- Pipeline management

Will

- Sales DNA
- Willingness to grow
- Acceptance of coaching

Informal

- On demand
- Deal specific

Formal

- Scheduled Regularly
- Practice



“What do you think you should do?”

“What do you think I would suggest?”