

Motivating Your Sales Team Workshop

Everyone can always use some inspiration and motivation. This workshop will help your participant's target the unique ways each team member is motivated. Finding the right incentive for each member of your sales team is important as motivation works best when it is developed internally. Harness this through better communication, mentoring, and developing the right incentives.

Motivating Your Sales Team will help your participants create the right motivating environment that will shape and develop their sales team with right attitude and healthy competition. Instilling that unique seed which grows the motivation in your team will ensure an increase in performance and productivity. Have the best sales team you can have through better motivation.

Workshop Objectives:

- Discuss how to create a motivational environment
- Understand the importance of communication and training in motivating sales teams
- Determine steps your organization can take to motivate sales team members
- Understand the benefits of tailoring motivation to individual employees
- Apply the principles of fostering a motivational environment to your own organization



For more information or to reserve your spot in this workshop, please contact:

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Conduct Frequent Team Check-Ins

Train Your Team

Emulate Best Practices

One Size Does Not Fit All!

Case Study

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Module Three: Communicate to Motivate

Regular Group Meetings

Regular One on One Meetings

Focus on Strengths and Development Areas

Ask for Feedback

Case Study

Module Three: Review Questions

Module Four: Train Your Team

Focus on Training and Development

Peer Training

Mentoring

Keep the Focus Positive!

Case Study

Module Four: Review Questions

Module Five: Emulate Best Practices

Look to Industry Leaders

Solicit Team Member Suggestions

Take a Field Trip!

Leverage Outside Expertise

Case Study

Module Five: Review Questions

Module Six: Provide Tools

The Right Tools

Ask Team Members What Tools They Need

Provide High Quality Tools

Allow for Training

Case Study

Module Six: Review Questions

Module Seven: Find Out What Motivates Employees

One Size Does Not Fit All!

Find Out What Motivates Individuals

Discover What Motivates the Team

Tailor Rewards to Employees

Case Study

Module Seven: Review Questions

Module Eight: Tailor Rewards to the Employee

Motivation is Personal!

Choose - Motivators

Employee's Personal Goals

Reward Achievements

Case Study

Module Eight: Review Questions

Module Nine: Create Team Incentives

Incentives Foster Teamwork

Team Goals

Choose - Motivators

Reward Achievements

Case Study

Module Nine: Review Questions

Module Ten: Implement Incentives

Regular Incentives

Mark Milestones

Encourage Friendly Competition

Keep the Value Reasonable

Case Study

Module Ten: Review Questions

Module Eleven: Recognize Achievements

Recognition Motivates!

Recognize Achievements Regularly

Recognize Achievements Publically

Document Achievements

Case Study

Module Eleven: Review Questions

Module Twelve: Wrapping Up

Words from the Wise

Lessons Learned