

Motivating a Team

Building a Presentation

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Deliver an Inspirational Opening

- Relate an example of teamwork.
- Use a quotation.
- Tell a personal story.
- Read a testimonial.

Hear Reports on Achievements

- Congratulate award winners.
- Note areas of growth.
- Have impromptu reports on success.

Address the Sales Challenge

- Identify the need or opportunity.

Conduct a Creative Thinking Session

- Ask: In what ways can we...?
 - Assess the situation. Get the facts.
 - Generate possible solutions with green light, non-judgmental thinking.
 - Select the best solution.

Set SMART Goals

- Conduct SMART goal training
 - Specific
 - Measurable
 - Achievable
 - Realistic
 - Time-phased

Set SMART Goals (Cont'd)

- Set team goals
- Set individual goals

Identify Skills Needed to Achieve Goals

- Relationship selling.
- Telephone skills.
- Prospecting.
- Asking questions.
- Using evidence.
- Handling objections.

Get Commitment

- Team commitments.
- Individual commitments.

Close

- Have an inspirational close.