



Manage and Lead a Top-Performing Sales Team

- Slides and resources: staffingworld.net/materials2018
- Hold an ASA credential? Scan your name badge before each workshop to earn CE
- Rate this session on the mobile app! Create your profile first—**enter to win Staffing World 2019 registration!**

 American Staffing Association



Learning Objectives



Learn what your sales team needs from you (but won't tell you)



The shared habits of highly successful sales teams



How to set expectations and enforce accountability
















6 Qualities



1. Disciplined
2. Goal-driven
3. Influential
4. Desire to learn, to step out
5. Prepared but adaptable
6. Confident in their own skin



What Your Sales Team Needs From You

(BUT WON'T TELL YOU)

What Your Salesperson Won't Tell You



I NEED YOUR TIME. I NEED YOUR FEEDBACK. I NEED YOUR EXPERTISE. I NEED YOU TO INVEST IN ME.

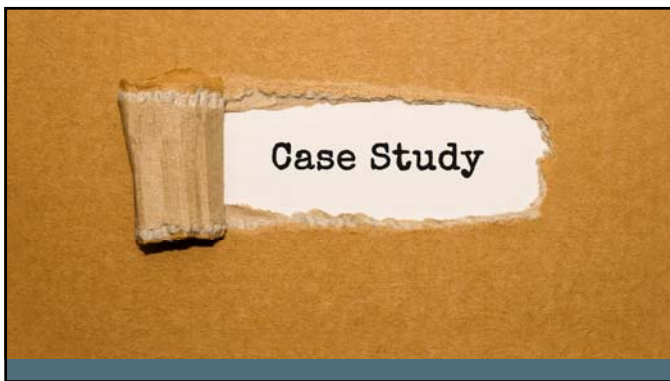












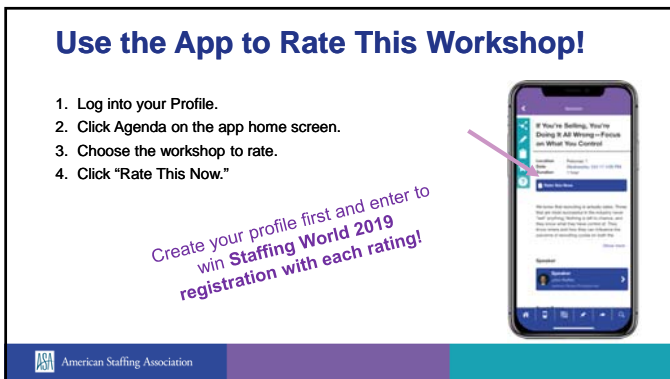


The No-Results Peel Back



Thank you for the opportunity to serve you!

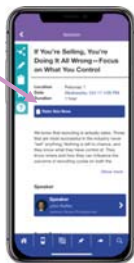
impacting
leaders
www.impactingleaders.com



Use the App to Rate This Workshop!

1. Log into your Profile.
2. Click Agenda on the app home screen.
3. Choose the workshop to rate.
4. Click "Rate This Now."

Create your profile first and enter to win Staffing World 2019 registration with each rating!



American Staffing Association
