

# Motivating Your Sales Team

Learn how to build the structure, incentives, and leadership habits that keep sales teams engaged and performing.

## Set a Great Example

We learn best by example; and we find inspiration in people who are role models with high standards and high achievement.



Lead by example, and continually model those behaviors you are looking for in your sales team.

## Commit to Communication

If you want your reps to do more, achieve more and be more, explicitly let them know what that means.



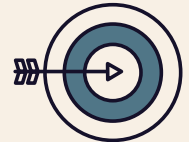
## Show Respect

Listening, being honest and communicating are all essential to showing respect to those you lead.



## Set Clear Goals and Expectations

Your sales reps can't attain quotas and reach goals they don't understand.



So, make sure your expectations are well-defined and clearly communicated.

## Equip Them to Succeed

Providing the training and development your team needs is essential to ensure they have the ability reach their goals.



## Incentivize, Recognize & Reward

Once other aspects have been implemented, incentive plans, recognition and rewards are ways to motivate your team.

