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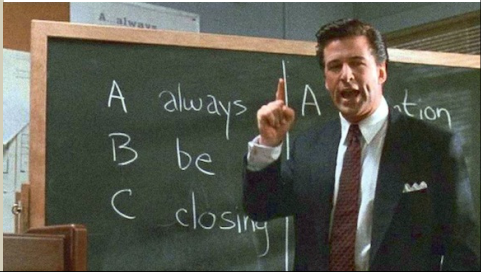
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## Ten Tactical Tips to Boost Sales Performance



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Recruiter/Trainer,  
Influence & Sales Expert

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## 1. Articulate the VVM

1. Values
2. Vision
3. Mission

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**1. Articulate the VVM**

**Connect it to the sales person's performance**

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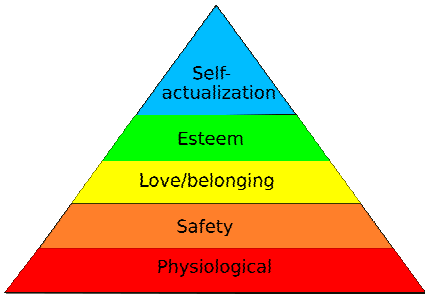
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**1. Articulate the VVM**



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**2. Release your hold on your team**



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**3. Ask them for their ideas on how they can find solutions**



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**4. Create accountability teams in pairs**



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**5. Teach them to use the Telephone Discipline Tool**

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**Telephone Discipline Tool**

Date: \_\_\_\_\_ Name: \_\_\_\_\_ My Targets for today are:

8:00a - 9:00a	<input type="checkbox"/>	1
9:00a - 10:00a	<input type="checkbox"/>	2
10:00a - 11:00a	<input type="checkbox"/>	3
11:00a - 12:00p	<input type="checkbox"/>	Greatest Achievement for the day:
12:00p - 1:00p	<input type="checkbox"/>	
1:00p - 2:00p	<input type="checkbox"/>	Biggest Lesson Learned:
2:00p - 3:00p	<input type="checkbox"/>	
3:00p - 4:00p	<input type="checkbox"/>	
4:00p - 5:00p	<input type="checkbox"/>	
5:00p - 6:00p	<input type="checkbox"/>	

YES		NO		REF
TRUE	CONV	NICE	CLICK	
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

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**6. Have a monthly or bi-weekly book club**

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**7. Attend conferences and get a tactical action plan for integrating ideas**



**EVOLVE!**



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**8. Force yourself not to give advice, but to ask questions for one week**



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**9. Ten Dollar Bonus**



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**10. Team Consulting**

1. Timekeeper
2. Issue Owner
3. Problem Solvers

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**10. Team Consulting**

1. Issue Owner has 2 min to state issue
2. Problem Solvers have 3 min to ask clarifying questions
3. Problem Solvers have 5 min to give input
4. Issue Owner, 2 min wrap-up

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**Questions & Answers**

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**Thank you!**

**Podcast on iTunes (type 'recruiter' or 'staffing')**

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Friday, February 26 at 2 PM EST

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Thursday, March 10 at 2 PM EST

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