

THREE PROVEN STRATEGIES

To Motivate And Inspire Your Sales Team Using The 3-A Formula

Produced by Kory Minor

Strategy 1

ACKNOWLEDGE & Celebrate Your Team Daily

POINTS:

- Sales team more open to improvement
- Feel good about the work environment
- Fun, energized, motivated, and willing to produce
- Praise, sparks more praise

Strategy 2

ASSESS current payout and bonus structure

POINTS:

- Money is not everything, but it is important
- Bonus or payout needs to be attainable
- Bonus and payouts should be exciting for your team

Strategy 3

ADMIRE your sales team

POINTS:

- Promotes healthy business & longevity
- Creates a positive work environment
- Help understand how each person is motivated
- Keeps the pulse on the engagement level of your team

About Kory:

- Former University of Notre Dame All-American
- Former NFL Linebacker for Panthers & 49ers
- CEO & Founder of Kory Minor Training (KMT)
- Author of "The Playbook That Produces Elite Sales Teams That Dominate & Win"
- Global Sales Team Trainer
- Kory Has Trained Over 3,000 Sales Representatives