

FOCUS ON THE

PROCESS

The Current Process:

The Right Process:

Mind _____ Skill _____ Culture _____

Respond vs. React

Change Your _____, Change Your _____

THE 7 C'S

1. **C** _____ - focus your behavior on things that matter most to help drive success.

How to Reverse Engineer Sales Targets

2. **C** _____ - the feeling or belief that one can rely on someone or something; firm trust.

3. **C** _____ - something is linked with another, there is a relationship, feeling in touch with someone who cares about us, it is a bond that holds together.

THE 7

C'S cont.

4. **C** _____ - part played by a person in bringing about a result or helping something to advance.

5. **C** _____ - deal effectively with something difficult and/or minimize stressful events.

6. **C** _____ - the power to influence or direct people's behavior or the course of events.

7. **C** _____ - qualities that make a person or group different from others.

MONTH-END

MOMENTUM

- 1 Focus on sales _____ instead of results.
- 2 Don't just celebrate big milestones; celebrate the small ones, too.
- 3 Give _____ compliments.
- 4 Give _____ awards.
- 5 Delegate
- 6 Implement Team Competition (Gamification)
- 7 Forecast days off = Vacation Time
- 8 Allow top performers to provide training:
 - Shadow
 - Q & A Session
 - Short Power Training
 - Share Recorded Calls/Listen in on Customer Calls
- 9 Recap month and ask how they can repeat these same behaviors.
- 10 Immediately go after low fruit
- 11 Schedule/Request calls/visits from higher-ups to motivate and encourage.