

No New Customers Allowed

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Imagine you've just heard it's illegal for your sales team to acquire any new customers and their sales quota remains the same.

Of course this isn't really going to happen and your team will be encouraged to continue with their new business development efforts.

But what if – no new customers were allowed?

What will your team of sellers do to meet quota?

Sales Huddle Energizer

Today's huddle is to brainstorm with your team to figure out what actions would they do more of, what would they do less of, and how would they approach their current clients differently to meet their sales quotas without bringing in any new customers.

If your current customers have more buying potential, this is a clear way to find out.

Have fun with this Sales Huddle as the ideas from this imaginary situation will energize your team for a variety of up-sell and customer loyalty opportunities!