

Rapid Fire Pump Me Up

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Jack Canfield author of the Chicken Soup for the Soul series says, "When you think you can't, revisit a previous triumph." Jack is a big believer in appreciating yourself. Appreciation is one of the highest states of emotion you can be in. Like attracts like, and if you are in a high state of appreciation you will attract more of the same. Too many people are conditioned to focus on what they don't have. "I don't have enough prospects." "I don't have enough accounts." "I have trouble meeting my goals." Let's flip this around and be appreciative of what we do have and more importantly – yourself.

Sales Huddle Energizer

Try appreciating even the smallest success for 4 consecutive weeks and see what changes in your sellers' world.

Arrange for your sellers to call each day at 5:00 for a group conference call. In rapid-fire succession, each seller shares one success for the day. Explain a success is not limited to making a sale. A success can be for anything – shutting up and listening to a customer or prospect and learning something new or the gatekeeper gave the email or cell phone number of the decision maker.

The only purpose of the call is to shout out a success about yourself. Do not extend the call beyond the rapid -fire success bombardment.

The accountability of having even a small success allows for an even more productive sales day. The combination of the entire team expressing their success ignites each person to do even more the next day. In a short time, your sales team is on fire and bigger and better things come their way.