

Rattle Some Cages

Shake things up a bit. Explore what may be in the way to close more deals, reduce the sales cycle or improve the customer experience.

This is an opportunity to shake things up a bit. The intention is to explore what may get in the way to close more deals, reduce the sales cycle or improve the customer experience.

Your leadership and ability to keep this discussion as a brainstorming session and not turn it into a complaining session is important.

Sales Huddle

Select a brainstorming question that will shake things up a bit.

Here are a few examples . . . and create your own.

1. What unwritten rules within our team make it difficult to get things done quickly, efficiently, or profitably?
2. If you could have one tool which you don't currently have to close more sales, what would it be?
3. What is one activity you would like to give up and why?
4. If you were the sales manager, what would you do differently?
5. If you were the President of this company, what would you do differently?