

It's A Stretch

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Stretch goals inspire us to think big and remind us to focus on the big picture. Your sales team has their new sales target goals for this year and they are a stretch from last year. Your team may also have a variety of personal stretch goals. Every now and again it's a good reminder that even when we think we are exerting the effort to 'stretch' for the big goal . . . we may not be 'stretching' as much as we possibly can.

Sales Huddle

If you do this activity indoors, you will need to place flip chart paper very high on the walls. If you do this outdoors, you need a wall where it's okay to place a pencil or chalk mark.

Each sales rep needs either a pencil or a piece of chalk. Line all sales reps along a wall.

Ask: Stretch up as high as you possibly can and place a mark on the flip chart paper (or wall). Really really stretch.

Have everyone look at their marks.

Ask: Now do it again and get it higher!

People really stretched the first time and at first don't necessarily think they can get even higher – yet they do.

Have everyone look at their marks.

Discussion question: How does this stretch game compare to where we are at working towards this year's sales targets?