

What Would You Do?

Leaders, when you take over solving your reps problems, you eliminate accountability and responsibility. Bet you don't mean to do that, do you?

Are your sales reps relying on you to solve their problems? Is there a line out your door more days than you like? Not only does it cost you in time and productivity - it also costs your reps.

There is the lag time to respond to the situation as well as the cost of creating dependency rather than building an empowered sales team.

It's an easy fix to turn your reps into excellent problem solvers.

Sales Huddle

Announce there is a new Problem Solving Guideline today.

The new guidelines is:

Beginning today - and going all week - when the sales rep approaches the sales manager with a problem, challenge or issue which requires a solution. . . the sales person is to come prepared with a minimum of one solution.