

5 Movie Clips
10 Motivating Questions



5 Amazing Movie Clips to Motivate Ambitious, Driven Sales Teams

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Motivation

Your sales people are the driving force of your business — nurturing your existing customers and converting prospects to new customers.

Salespeople are subject to all of the pressures of achieving quotas, extensive competition, market changes and more sophisticated buyers to name a few.

So how do you motivate a sales team to ensure you maximize their potential and get the best results?

And not with the rah-rah cheers - “Go get 'em tiger!”

You’ve already discovered this does not entice all of your reps to be on their “A Game”, day-in and day-out.

It's time to motivate without spending money to turn a sluggish sales team into a selling machine and keep ambitious, driven sales people energized to be every day champions closing deals over and over.

The amazing and remarkable movie clips, outlined for you, are the launch that allows your reps personal achievement drive to sky rocket.

When that occurs, reps go from ‘knowing’ to ‘doing’ and shifts actions to “I Will” from “I Won’t”.

This also isn't boring, fake, insincere or phoney motivation!

These powerful movie clips demonstrate how winners think, act and achieve their ultimate goals.

Now get out the popcorn and turn up the volume.

Watch some movies with your sales team in the comfort of your conference room, enjoy the lively discussion afterwards... and then sit back and watch the motivation and enthusiasm sore.

Your high performing ambitious, driven sales team is only minutes away.

Tips to Use the 5 Amazing Movie Clips to Motivate Ambitious, Driven Sales Teams

These 5 motivating movie clips have been selected because of their powerful messages from Youtube®. We do not own them, nor do we receive any money or any other gain from recommending viewing.

1. Facing The Giants
2. Commencement Speech from a Navy Seal
3. 212 Degrees
4. Hoosiers
5. Broken Elevator

Each movie clip runs between 4 and 18 minutes. The message in each movie demonstrates how winners think, act and achieve their ultimate goals. The message becomes the launch pad to motivate your reps to go from 'knowing' to 'doing' and shift their actions to "I Will" from "I Won't".

How to Use the 5 Movie Clips

1. Set a date for the team to meet in the conference room to watch a movie.
Popcorn is a nice touch!
2. Select only ONE movie. You have 5 movies capturing different messages, allowing you 5 Amazing Movie Clips to Motivate Ambitious, Driven Sales Teams meetings throughout the year.
3. After viewing the movie - select and ask one of the two motivating discussion questions provided - and sit back and watch the team synergy and motivation begin.

You now have 5 remarkable events to energize, motivate and equip your team to be on their "A Game" day-in and day-out.



The Giant Within

It's your attitude,
not your aptitude
that determines
your altitude in life.

Zig Ziglar

Are attitudes contagious? And if so, is yours worth catching?

Attitudes do influence our actions. When we act in a positive, confident and believing way success happens. You hear people saying, 'She's so positive.' It feels good to be around him.' 'I like their energy.' Others even show a skip in their step when they are with people with positive attitudes.

Conversely, when we act in a negative way we tend to get poorer results. And when we act negatively towards others or express our negativity we defeat our outcomes because others react to our negativity.

Hopefully you have your suit of armor on when you are around the negative person and don't pick up their attitude.

It's always a choice. What do you choose?

Movie Link

<https://www.youtube.com/watch?v=-sUKoKQIEC4>

Motivational Discussion Questions

- Brock was the most influential member of their team. If he's not all in, how does that effect the team?
- What do we need to do to be 'all in' as coach is asking Brock to be?



Message from a Navy Seal – Make Your Bed

Marines, Navy Seals, Sailors - complete perfectly the first task of the day. Learn why.

“Changing the world can happen anywhere and anyone can do it.”

Let’s start with one person: You! Use your imagination as you look in the mirror. Who do you see? Is the world defining you or is it the other way around? Are you leading or lagging?

William H. Mc Raven, the former commander of U.S. Navy SEAL Team 3 and former commander of the U.S. Special Operations Command, led the SEAL mission responsible for finding Osama bin Laden in 2011.

McRaven offers 10 lessons from his SEAL training that can benefit all types of leaders in his commencement address to the graduating class of the University of Texas-Austin.

Movie Link

<https://www.youtube.com/watch?v=pxBQLFLei70>

Motivational Discussion Questions

- What is your bed, paddle, heart, cookie, circus, obstacle, shark, dark moment, song, and bell?
- What can you and will you do beginning immediately to take your part in changing your selling world?



One Extra Degree

To get what we've never had in life, we must do what we've never done before. An extra one degree of effort could make a world of difference for you.

Working towards your goals may be similar to watching water boiling on the stove. We either didn't allow the water to completely boil - we take it off the stove too soon, or we walk away and don't pay attention and there's a mess and we have to start all over. Extra effort, care, and attention matter, and small things can have a big impact on results. Your efforts can be like boiling water. Do you quit before it's time or do you follow through? What is your boiling degree?

Movie Link

<https://www.youtube.com/watch?v=z6o8GRmPdiE>

Motivational Discussion Questions

- Look at your life right now. No matter how pleased you are, you can always drive it up a notch and add a few more degrees of happiness and success to take you from hot to steaming!! What ways can you add that extra degree, and "kick it up a notch"?
- What will it take for you to hit 212 degrees?



Perception is Reality

Status quo is your biggest competition. Those that are willing to shift out of their comfort zone discover even more opportunities.

In the 1986 movie, "Hoosiers," the small town team is overwhelmed as they enter the big gymnasium for the state championship. Coach (Gene Hackman) pulls out a tape measure. His players measure the distance from the goal to the free throw line: 15 feet. Then measure the height of the goal: 10 feet. "Just like our gym back at Hickory." A court, is a court, is a court, regardless of its environment. The team dresses for practice and follows their regular routine, as if it was any other game. They set their sights on winning without any distractions. They didn't allow their first perception to be their reality.

Movie Link

<https://youtu.be/9Cdc13CU9Fc>

Motivational Discussion Questions

- What perceptions do you have that alter the way you sell that distract you from the reality of the situation?
- Today is _____. Today has 24 hours, 440 minutes, 17,000 eye blinks, 86,400 seconds and 103,680 heartbeats. It will be the same tomorrow and the day after that. It's what you make of each day that counts and differentiates today from tomorrow. What will you do to for each day to be the best day possible?



Are You Stuck?

Can an escalator really be broken? If you're stuck in a fixed mindset, you probably believe that things cannot change, and that's when a change will help the most.

This video is about a broken escalator. How can an escalator really be broken? It's really just stuck. We all know stuck. Do you know Stuck has a sister, who is the complete opposite, named Stretch? Stuck and Stretch's mindsets are quite different. Often when you try to be like Stretch, Stuck's voice is sounding in your head. Do your sellers ever find themselves staying on a broken escalator when there are truly other options? Most problems are easy to solve, if you get off the escalator.

Movie Link

<https://www.youtube.com/watch?v=Kq65aAYCH0w>

Motivational Discussion Questions

- What are our Broken Escalator situations? Brainstorm on solutions.
- Think about something you have considered doing, something that would be a stretch, that would put you outside your comfort zone. What actions can you take to achieve the stretch?



More Motivation Strategies

Mobilize Your Sales Team to Be on Their “A-Game”, Day-in and Day-out and Crush Sales Quotas!

Let’s face it - margins are shrinking and the competition is chomping at your reps heels ready to overtake and devour them at the slightest opportunity. Yet, all the while this year’s quota is looming only to be reset next year.

Are you ready to crush your numbers monthly?

Keeping your sales people motivated and equipped to be on their “A Game” day-in and day-out is every sales manager’s challenge. Smart managers take action. And managers like you are always surprised when I show them how it only takes less than 30 minutes a week to fine tune and up-level sales and prospecting skills, PLUS gain a motivational bump!

Let me introduce you to **‘THE WERKS’ Sales Training Lab**. A comprehensive one-stop place with everything you could possibly need for a short weekly sales training meeting or group huddle to build your reps skills to out-think, out-perform and out-sell the competition.

Transform your sales team into lucrative deal closers... and double your closing ratio in as little as 32 minutes a Week. Get access to a year’s worth of **done-for-you sales training meeting outlines** to engage, energize, and equip reps to drive more sales. These trainings are far from boring. They’re highly interactive, relevant and effective. They are guaranteed to build top performing teams.

Act fast and **grab everything now** for a super discounted rate of **\$379** before it’s too late and goes to \$1995.



Connect With Me

Engage, Energize
and Equip Your Reps
to Sell More Today!

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About the Author



When Alice Kemper started working as a sales and leadership consultant 34+ years ago (Sales Training Consultants), she noticed managers were stressed finding ways to motivate and equip their sales teams to sell each week.

It was quite different from her experience as sales manager for American Greetings and VP of Sales and Marketing for Harte-Hanks Communications.

For Alice, Monday morning sales meetings weren't the typical information-out sales meeting. Her 45-minute workshops had sellers raring to go achieve as many sales conversations as possible and close more deals. With this foundation, Alice's team's sales performance and track record exceeded all the other regions.

As Alice consulted with sales leaders worldwide, she noticed they either weren't taking advantage of their sales meetings for training or if they were training, someone stood in front of the room and talked and talked and talked. Sales people were finding these meetings boring and instead of energizing and equipping sales people they were losing momentum – and sales.

Alice and her team definitely know their trade because her clients typically achieve 5 - 35% increases in performance, sales and profits in only 10 weeks! She's created a variety of power packed skill building sales boosters, which are available to sales managers worldwide anytime through the magic of digital delivery. Alice's do-it-yourself skill builders cover every topic and skill a seller needs to know. The criteria for each training is - Relevant, Interactive, Immediate and 32 Minutes or Less using the 3E Method.

She's committed to mobilizing sales teams to be on their "A Game" day-in and day-out to meet and exceed sales quotas consistently.