
Lead Ambitious, Driven Sales Teams

Great Leadership Books to Inspire



Leaders become great, not because of their power,
but because of their ability to empower others.

John Maxwell

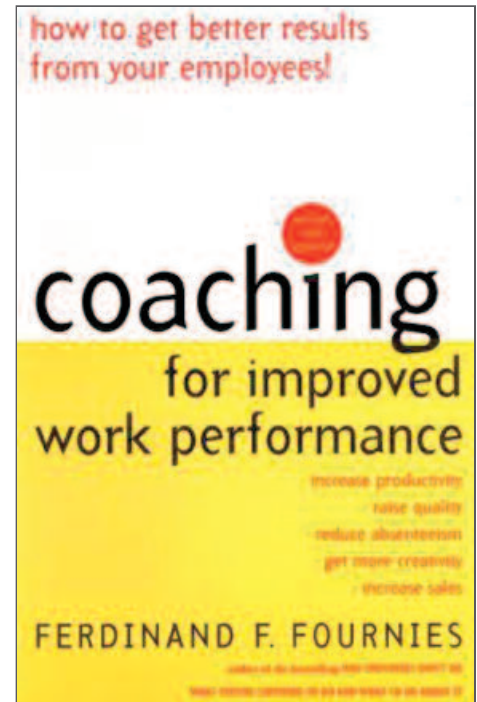
Alice Kemper's Favorite Leadership Books

1. Coaching for Improved Performance by Ferdinand Fournies

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This was one of the first books I read as a newly anointed sales manager. Ferdinand relates a story about a pilot – that if someone came to you and anointed you airline pilot you wouldn't do it. You have no training, no skills, no anything. Well, how is that different when you get promoted from great sales person to sales manager?

This book offers exceptionally practical concepts on building people to build your high performing sales team. Insights on the conversations, intervention tactics and how to apply them, difficult staff, problem solving, and a variety of coaching opportunities guides both the new and veteran sales manager to greater success.

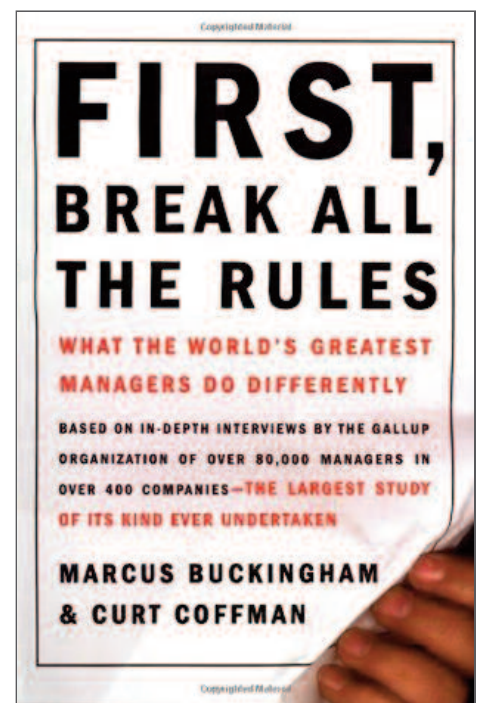


2. First Break All The Rules: What the World's Greatest Managers Do Differently

Marcus Buckingham and Curt Coffman

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After reading this book I was tempted to do a complete overhaul of everything I had been doing because the best practices recommended were different from the traditional ones I knew. This book presents the principles that great sales managers apply that separate them from ordinary managers. The questions that employees ask at each level of development fast track your coaching to build high producing teams. This book is based on research of over 80,000 managers and can be your game changer to achieve results.



3. Influencer: The Power to Change

Kerry Patterson, Joseph Grenny, David Maxfield, Ron McMillian

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You can become an influencer, create positive change, and play a major role in solving major dilemmas as well as small, irritating problems. People change with a combination of skill and will and an influencer strives to build both the skill and the will. The examples in this book of people who created major change in health, and social reform are inspiring. The process used is highly applicable to developing a sales department. You'll learn the influence strategy you can use to help your people grow.



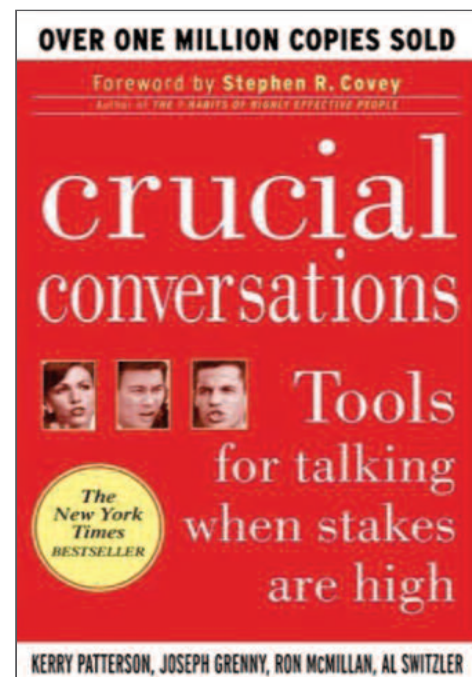
4. Crucial Conversations: Tools for Talking When Stakes are High

Kerry Patterson, Joseph Grenny, Ron McMillan and Al Switzler

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We have crucial conversations every day in any interaction that significantly affects your life. When (1) stakes are high, 2) opinions vary, and 3) emotions run strong, or in other words, much of both our professional and personal lives. Work conversations may be approaching a boss who is breaking his or her own policies, providing feedback of a colleague's work, or talking to a team member who isn't keeping commitments. These are what most people would call difficult conversations to have. We know we want to keep the conversation productive and that can be very difficult.

This book brings understanding to the principles involved in "crucial conversations" and then helps develop real skills and abilities to choose or change your communication patterns. The end result is remarkable. It's filled with stories from all walks of life, business, examples, and family examples. After reading Crucial Conversations, although the conversations will still be difficult, you are skilled for the most effective and productive conversation.

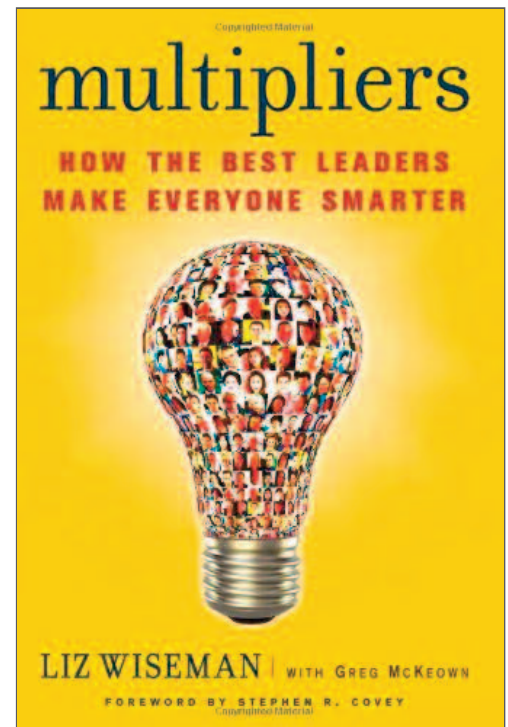


5. Multipliers: How the Best Leaders Make Everyone Smarter

Liz Wiseman and Greg McKeown

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As a sales manager you want more from your people day in and day out. Your quotas go up every year and you're responsible for motivating your team to do more – again and again. This book shows you how to draw more from people by making more of them – by multiplying their contributions. You'll see the ways in which managers help others grow or halt their growth and make them less than they wanted to be. Understand the difference between “Multiplier” and “Diminisher” and there's no telling what your sales team – and you – are capable of achieving.



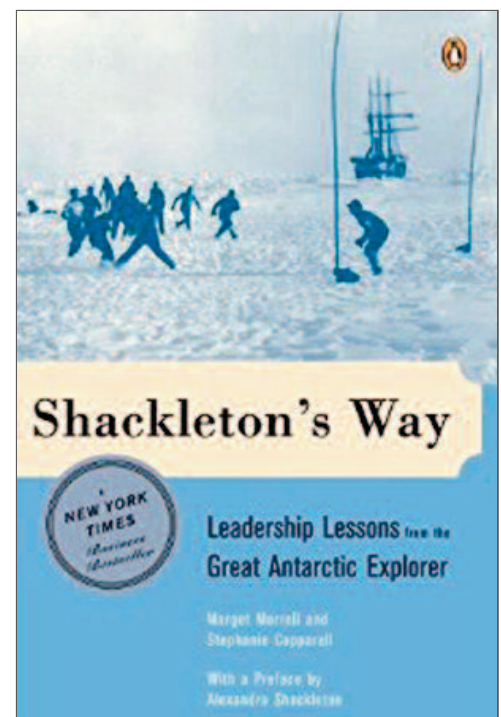
6. Shackleton's Way: Leadership Lessons from the Great Antarctic Explorer

Margot Morrell and Stephanie Capprelli

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Sir Ernest Shackleton lead 28 men on a near deadly Antarctic voyage – and everyone survived by the grace of Shackleton's formidable management skills. If you can, rent the movie Shackleton's Antarctic Adventure (originally created for IMAX® theaters). When it was playing at IMAX, I took sales leaders for a viewing.

The authors share the leadership principles he followed to become a useful management guide and resource – all with a suspense filled page turner. Principles include: The Path to Leadership, Hiring an Outstanding Crew, Creating a Spirit of Camaraderie, Getting the Best from Each individual, Leading Effectively in a Crisis, Forming Teams for Tough Assignments, Overcoming Obstacles to Reach a goal and Leaving a Legacy.



Connect With Me



Mobilize your sales team to be on their A game day-in and day-out and crush their sales quotas.

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