

WORKING HARD (PART 1)

Sales Leadership Series

1. Think about how important appointments are for creating intentional success. Write down the average percent of walk-in traffic vs. appointments at your events?

Accidental Success

Intentional Success

___% walk-in

___% appointments

2. Beside each of the four selling steps, write your favorite IWT:

Virtual Meet & Greet -

Registration -

Product Experience -

Options Review -

3. How do you “win over” the Senior Sales Professionals when dealers exempt them from making appointments?
4. Who do you feel is a true Sales Leader? What are some of their selling processes? How do they inspire their staff?

Leader's Quote: _____

“Sales Leadership is working hard, on the right things...coaching and empowering your team.”

LEADER'S NOTES

