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## **Strengthening Your Sales Team in a Tough Economy**

Set Challenges<br/>NOT Expectations
Image: Construction of the set of the s

**Higher Performance?** 

What Compelling Challenges Can You Set to Influence Individual and Team Performance?

/hat Changes to Your Existing Sales Measures Will Motivat	e

- 2.
- 3.
- 4.
- 5.

How Can You Improve Your Sales Coaching to Influence Individual and Team Behaviors?

- 1.
- \_
- 2.
- 3.
- 4.
- 5.