

Create a No Excuses Sales Environment



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Building a Sales Managed Environment®

1. Setting Standards & Accountability
2. Motivation that Works
3. Coaching for Success
4. Upgrading & Recruiting
5. Growing by the Numbers

Setting Standards & Accountability

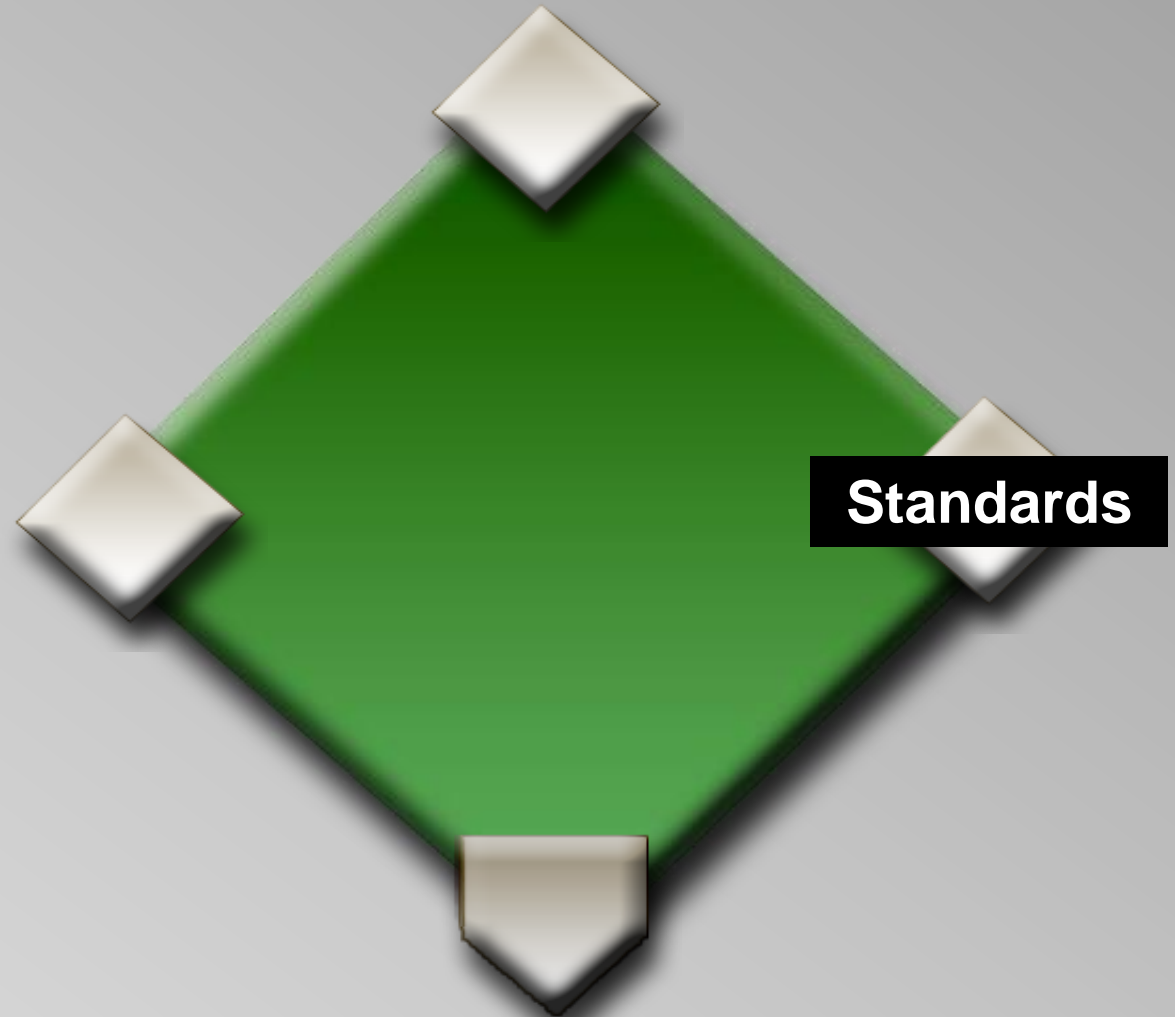
Setting Standards
Accountability
Commitment

Setting Standards

Extraordinary

Shadow of the Leader

1st Base



2nd Base

Accountability

What they
commit to

Reward success,
discipline failure

No Excuses



3rd Base

Commitment

Inside job

Can't train it

Can't teach it

Can't demand it

Can demonstrate

Define it

Decide to have it
on your team



Commitment

Setting Standards & Accountability

Extraordinary Standards
Measuring Success

Setting the Extraordinary Standard



Critical Success Factor: _____	12 Months from Now
Extraordinary	
Excellent	
Good	
Poor	
Failing	

What to Measure?

Why measure

What gets measured

Establish expectations

Best way to collect and inspect

Then what?

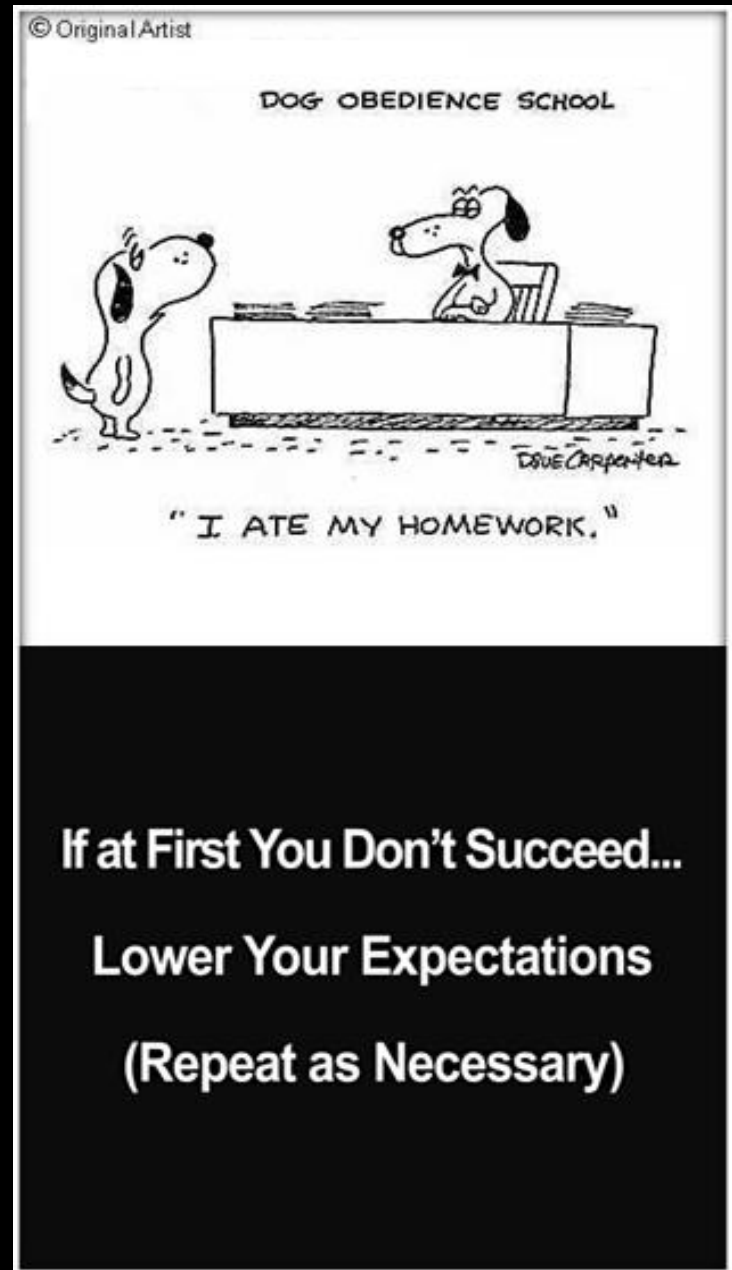


Expect Excuses

What are they – comments where there is a transfer of responsibility

What they do – lower the standards, performance and outcomes

Why you have to eliminate them – excuses permeate an entire organization



*“If I did not let you use that excuse,
what would you do differently?”*

Commitment

Your Commitment
Your Team's Commitment

Part 1 - Are You Committed?

What is the Evidence?

Your team says that you are totally committed to being successful in your role as a _____.

What would they tell me to convince me that this is true?

- _____
- _____
- _____
- _____
- _____
- _____
- _____
- _____



Part 2 - Are You Committed?

What is the Evidence?

Your team says that you are NOT totally committed to being successful in your role as a _____.

What would they tell me to convince me that this is true?

- _____
- _____
- _____
- _____
- _____
- _____
- _____
- _____



Commitment – Your People

How do you know your people are committed to success in their profession?

How do you know your people are committed to the vision, mission, and objectives of the company?

In what category will you place your people?

Commitment – Your People

Coast to Coast

WITALAITU

WIT



Commitment – Your People

Coast to Coast

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WIT

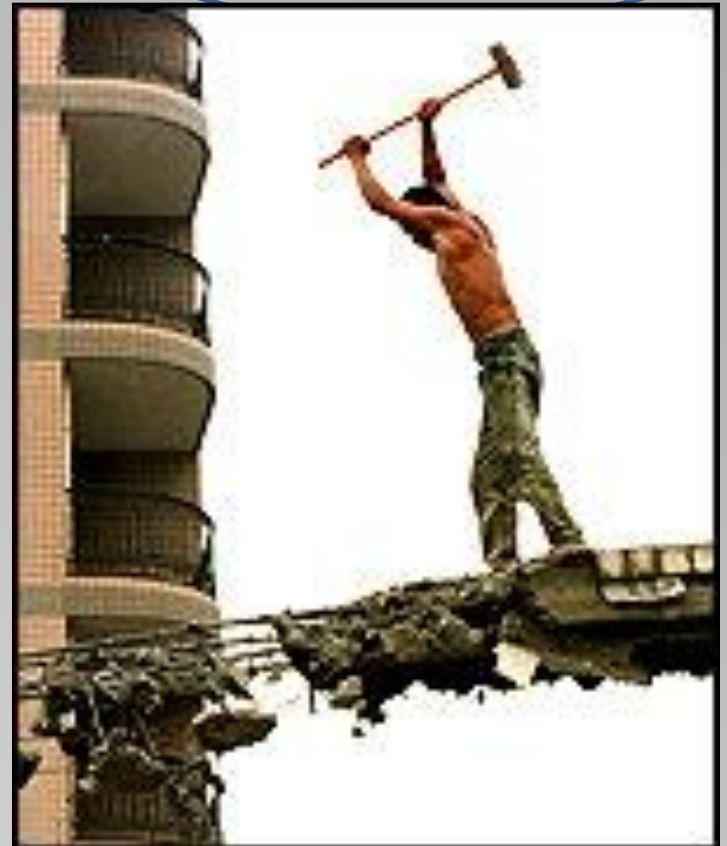


Commitment – Your People

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