

Sales Meeting

January 12th, 2016 9:00 AM - 12:00 PM

HOST: Anne Summers

ATTENDEES: Bob Johnson, Anne Summers, Greg Jorgenson, Tom Witworth, Dave Hamilton, Brandon Conrad, Christina Merrill, Rachel Ranscht

Time	Topic	Presenter
9:00 AM - 9:15 AM	1. Brief Introduction	Ann Summers
9:15 AM - 9:45 AM	2. Review of Previous Minutes	Ann Summers
	2.1. Sales Activity	Ann Summers
	2.2. Pipeline	Ann Summers
	2.3. Goal Status	Ann Summers
9:45 AM - 10:45 AM	3. Break	
10:45 AM - 11:30 AM	4. Feedback	Ann Summers
	4.1. Sales Person Success Stories	Ann Summers
	4.2. Trends	Bob Johnson
	4.3. Opportunities	Bob Johnson
	4.3. Threats	Bob Johnson

Sales Meeting Agenda Format

Gini Graham Scott



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ProActive Sales Management William Miller, 2009-07-15 As the president of a major sales company and experienced sales management trainer author William Miller provides sales managers a proven method for successfully managing both sales processes and salespeople Packed with specific field tested techniques ProActive Sales Management teaches you how to motivate a sales team get your sales team to prospect and qualify create a proactive sales culture effectively coach and counsel up and down the sales organization reduce reports to one sheet of paper and 10 minutes a week forecast with up to 90 percent accuracy and take A players to A levels Today s sales managers have to be quicker than ever being more proactive about hiring the best performers and retaining them while multitasking with managing complex sales processes in order to close more deals Filled with all new metrics and tactics for making the numbers in today s sales environment ProActive Sales Management is an invaluable resource for this brand of highly in demand leaders

The Unstoppable Sales Team Shawn Casemore, 2023-08-02 What are the secrets behind well known companies like Salesforce Whirlpool and Cintas s ability to be repeatedly recognized for their top sales performance What do they do that sets them apart from their competition allowing them to increase sales revenue year over year It s not due to their ability to master online sales funnels or introduce software that automates their sales process Instead these companies dominate their markets because they continually elevate their sales team s skills and performance to an unstoppable level This comprehensive book is written for sales executives leaders and managers If you lead a sales team and want to improve their sales performance without being forced to invest in new technology hire more employees or completely restructure your existing sales team then this book is for you Based on his work with sales leaders from around the globe Shawn Casemore shares a proven model for building structuring and improving a sales team s performance This model is effective regardless of the product or service sold industry served or sales leader s experience In this book Shawn shares What your sales team s greatest challenge is and how to overcome it The key influences that impact a sales team s performance Steps to assessing your sales team s current performance levels The top sales skills of an unstoppable sales team How to create an environment that stimulates the performance of your sales team M Methods to motivate your sales team that don t require money A framework for coaching your sales team to higher levels of performance Selecting and setting sales performance metrics that matter Technology that will elevate and accelerate the sales performance of your team How to attract and retain top sales professionals Whether you are new to leading a sales team or a seasoned leader the Unstoppable Sales Team contains the strategies methods and best practices for building a high performing sales team that

outsells and outperforms its competition Stop stressing about improving your sales team s performance Get the strategies and methods to design lead and unlock your sales team s full potential The Sales Leaders Playbook Nathan Jamail,2011-09-12 Winning is not a some of the time activity it is an all of the time activity Success in sales takes talent skills discipline practice and most importantly honesty with a genuine concern for the client Most sales leaders know what to do they just do not know how to make it real for their organization This barrier keeps them mediocre at best Experienced sales professional and entrepreneur Nathan Jamail has developed a playbook of techniques and best practices which have allowed hundreds of sales teams to find success in their selling From creating an organizational belief system to taking the bullet for those you lead The Sales Leaders Playbook focuses on how to build a winning team Nothing in this book is theory it is based on personal experiences learned throughout Nathan Jamail s extensive sales career The Sale Leaders Playbook is a book written for sales leader by a sales leader designed to be straightforward easy to read and simple to understand The ability to execute the skills and programs outlined requires effort It takes a sales leader who is willing to hold a team accountable and more importantly hold themselves accountable Mastering these sales leadership skills will Increase team morale Improve skills and abilities Improve communications Increase sales and profits Mastering the Art of Sales Maria Johnsen ,2023-05-10 Discover proven strategies to empower resilient sales teams seamlessly align sales and marketing and deliver exceptional customer service This comprehensive guide equips you to thrive in the face of adversity with time tested techniques Master the art of sales from identifying the right prospects to closing deals Learn the value of rapport building active listening and asking insightful questions Overcome objections build trust and craft compelling value propositions that resonate with your audience Delve into the essentials of creating high performing sales teams fostering synergy between sales and marketing and delivering top tier customer experiences With a strong emphasis on ethics and continuous improvement this book serves as your ultimate toolkit for navigating the competitive world of sales You ll gain the skills to handle objections with confidence uncover your prospects pain points and position yourself as a trusted advisor Learn the critical importance of knowing your product or service inside out and presenting tailored solutions that meet your clients needs This guide is your roadmap to building lasting success in the ever evolving sales landscape Maria Johnsen is a renowned digital marketing and sales expert prolific author of 86 books and a creative force in music and filmmaking Her expertise spans industries empowering professionals worldwide with innovative strategies and insights *Building a Winning Sales Team* Gini Graham Scott,2007-08 BUILDING A WINNING SALES TEAM provides the basic steps for setting up growing and motivating a successful sales team for company owners and sales managers and supervisors The book begins with chapters on recruiting sales people whether you want to organize your own sale team or set up a network of independent distributors Other chapters cover orientating and motivating your sales people setting up a training program managing time and territory providing support for your sales people creating materials to sell and organizing effective sales

meetings The book includes charts templates and other materials you can adapt for your own organization The book is ideal for both entrepreneurs starting their own company and company owners and managers in a corporate setting *Mastering Technical Sales* John Care, Aron Bohlig, 2008 This indispensable sales tool shows you the ropes of lead qualification the RFP process and needs analysis and discovery and explains how your technical know how can add invaluable leverage to sales efforts at every step You learn how to plan and present the perfect pitch demonstrate products effectively build customer relationship skills handle objections and competitors negotiate prices and contracts close the sale and so much more

Action Plan For Sales Management Success-Not just what to do but how to do it! Susan A. Enns, 2010-11-05 Fact 25% of sales representatives produce 90 to 95% of all sales Clearly most of the members on your sales team are not selling up to their potential and therefore not generating the revenues they could That means neither of you are making the incomes you could Why is this case It s not that the job can t be done because 25 percent are doing it and doing it well It s because the other 75 percent either are not in the right sales position or they truly don t know how to sell Until now most sales managers have not had access to effective affordable sales training Action Plan For Sales Management Success is a proven turn key program that will become the foundation of your sales management process Action Plan For Sales Success will improve your sales management skills so that you and your team can achieve your true sales potential What You Will Learn 1 The B2B Sales Process The Sales Manager s Role Before you can lead you must know the right direction 2 Eagles or Turkeys Recruiting and Hiring The Right Sales Professional Hiring the wrong sales person will cost you 3 to 5 times their annual compensation plan We ll show you how to recruit and hire right 3 It All Starts Here Your 90 Day Sales Rep Success Plan Welcome to the company here s your price book now go and sell will not make your sales team successful We ll show you what will 4 You Are The Coach Ongoing Management Tools Properly managing your team is critical so that they produce results today and in the future We will give you the proper coaching and reporting tools to make that happen Susan understands the sales process intimately and is able to create a management process around it that drives sales people to accomplish their goals Action Plan For Sales Management Success Proven Methods That Produce Measurable Results Susan understands the sales process intimately and is able to create a management process around it that drives sales people to accomplish their goals Rob M Susan knows her stuff She brings many years of great sales experience and success to anyone who wished to improve their skills in sales She is very personable and is not afraid to tell it like it is I would recommend anyone and I have to Susan her website her books if you want to become a better sales person Fred B Your content delivery and practical examples provided the students an excellent foundation to understand the complex topic of sales recruitment and socialization Jim N Susan really knows the selling world She s honest articulate bright giving highly competent personable and a top professional Welcome her It s the right thing to do Allan S Sales Management For Dummies Butch Bellah, 2015-09-16 Guide your sales force to its fullest potential With a proven sales management and execution process Sales

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Effective Selling and Sales Management Gini Graham Scott,2007-10 EFFECTIVE SELLING AND SALES MANAGMENT is designed for anyone with a product or service to sell from entrepreneurs and small business people to managers of corporate sales groups The first chapters feature effective sales techniques then the book deals with how to recruit salespeople and build a powerful sales team The chapters cover these topics Creating sales materials Getting started Selling techniques Finding Leads Using the telephone effectively Effective presentations Recruiting others to sell for you Recruiting a sales manager Recruiting your own sales team Interviewing sales people Orienting new sales people Organizing new sales people Setting up a training program Coordinating sales activities Keeping your sales group motivated Providing extra assistance and support Training sales people to train others

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Sales Management Chris Noonan,2010-08-27 Sales Management is a complete and practical handbook for all involved in the field of selling It is an essential source book a complete sales management course and a consultant s detailed plan in one volume The sales manager needs all the skills and qualities of the salesperson in order to get things done by effective management of

an often quite diverse team of people The emphasis in his or her role is on planning controlling monitoring managing and motivating their sales force Step by step the book provides detailed guidance to the practicalities of organization and management including selection training motivation communication and control The author also gives in depth analysis to such vital topics as forecasting and sales promotions the use of planning and control forms and alternative sales distribution methods such as franchising It will be key reference and reading for every practising sales manager at area manager level and above in large corporations and the field or local manager in smaller companies with less structured organizations

Ding Dong! Avon Calling! Katina Manko,2021 This first history of Avon traces the direct sales company s growth from its earliest days into an international corporation that operates in more than 60 countries and has had more than 4 million female representatives

Next Level Sales Coaching Steve Johnson,Matthew Hawk,2020-06-24 Do you remember being in the trenches as a salesperson What did you think of your sales manager If you re like many front line sellers you probably didn t think she or he was a wonderful example of leadership who could inspire you to do your best in life and in work The unfortunate truth is that many sales managers well meaning though they usually are lack the skills and know how to help their sales teams grow and achieve greater success Over a combined 50 years of experience as salespeople managers coaches and executives authors Steve Johnson and Matthew Hawk have witnessed the do s and don ts of top performing sales teams Next Level Sales Coaching is the culmination of their experience In this book they distill what they have learned working with organizations like Google Bank of America Enterprise Rent A Car and many more The result is a compendium of best sales coaching practices with the power to make any sales manager into an inspirational and transformational leader At its heart this book is about how to integrate a person centered development mindset into sales environments Readers will work through practical examples including a self assessment to identify the best way to implement strong coaching programs within their organizations Each chapter concludes with takeaway questions and tips that sales leaders can use right away From goal setting to daily sales huddles and sales development training to analytics Next Level Sales Coaching covers the best practices that readers will want to implement to take sales management to the next level

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