



- Coaching
- Training
- Joint

FIELD CALLS



LEAD ACCORDINGLY

Jack Daily

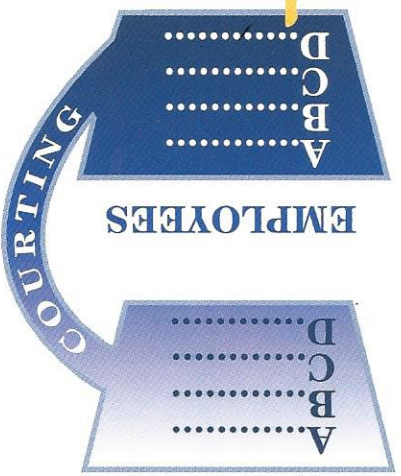
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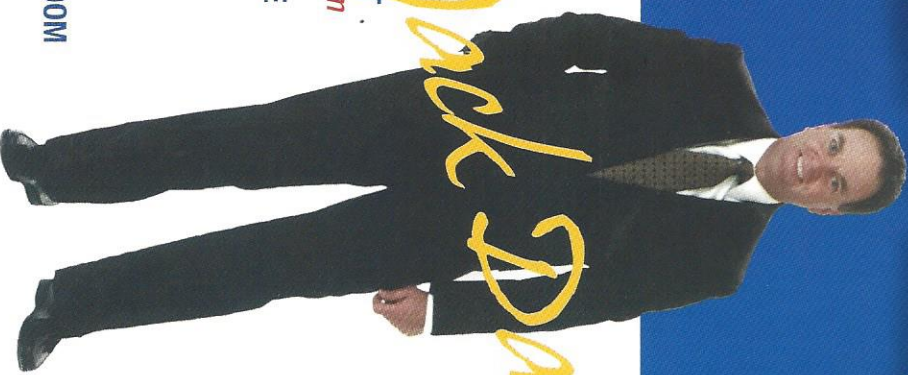
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RANK SALES PEOPLE



RECRUITS

COACHING COMPANIES TO GREATER SALES & PROFIT



**IMPLEMENT MINIMUM STANDARDS
OF PERFORMANCE**

Negotiate individually

HIRE SLOWLY, FIRE QUICKLY
One is never "fully staffed"

RECRUITING IS A PROCESS, NOT AN EVENT
Put your prospects in writing and court them

RECRUIT FOR SKILLS, HIRE FOR ATTITUDE
50% of success is attitude

**IMPLEMENT AN ORIENTATION PROGRAM
FOR NEW HIRES**
Start with a celebration

COACH ON THE FIELD, NOT IN THE LOCKER ROOM
Training = Gaining

**FOCUS PERFORMANCE LOOKING
AHEAD vs. BEHIND**
Develop/conduct quarterly one-on-ones

**WHAT ARE YOUR "SYSTEMS" TO ENSURE
CONSISTENT AND REGULAR RECOGNITION?**

PEOPLE ARE DIFFERENT
Lead accordingly

MODEL THE MASTERS
Align the new with the experienced

**A SALES LEADER'S JOB IS NOT
TO GROW SALES**

It's to grow salespeople in quantity and quality

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If your sales force thinks they know sales...They don't know Jack!