

## **Next Steps & Closing**

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## Next Steps

- **Schedule Pilot Truck Orientation, Lee Tracy DVD review, Prospecting Training and Value Discussion, and prepare yourself and your meeting materials**
- **Update Sales Rep job descriptions with your vision and expectations**
- **Finalize recognition and reward plans, and announce them at your first sales meeting**
- **Conduct Pilot Truck Orientation, Lee Tracy DVD review, Prospecting Training and Value Discussion**
- **Make sure your sales team completes the Certification Test, and confirm all salespeople have submitted an e-mail address to receive the Follow-up Streaming E-Mail Modules**

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## Next Steps

- Complete the Coaching Profile Worksheet and Field Coaching Grid for all Sales Reps to prioritize your coaching activity
- Schedule “work-with” sessions with each Rep, and follow the model for conducting Coaching Conferences
- Finalize your strategy to implement motivational leadership with your sales team
- Complete each Follow-up Streaming E-Mail module yourself, and make sure your Sales Reps complete the training
- Schedule a sales meeting around each Follow-up Module to reinforce key messages

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## You Have an Important Role

- Play an active role in the months ahead
- Your support and leadership is critical to success

- Does anyone have questions?



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