









Accountability is a Sales Strategy: Part 3

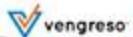




















Accountability is a Sales Strategy

Part III





Review of Part I and II

- Why you need an Accountability Culture
- Start by holding yourself accountable
- Hiring for Accountability
- Start by setting expectation
 - "What would you like me to do it.....?
- Expectations are a 2-way street



Review of Part I and II

- Get Buy-in
- Inspect what you expect
- Every decision has consequences

Now let's jump into Part III......



Getting Executive Support

- Why you need support
- What kind of support do you need

How to get support?





Handling Accountability Dodgers

- What an accountability dodger "looks" like
- Taking action sooner is better
- When to know it's time to part ways





Expectation conversations are a process, not an event

- How often to have expectation conversations
 - Business needs have changed and so have expectations
 - Expectations aren't being met
 - The rep is new to the job
- What to discuss
- Put it in writing







Accountability - Part IV

April 15th - 11am CDT

- Holding Employees Accountable is Easier than Not Holding Them Accountable
- Take Accountability to the Next Level
- You've Made It!





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