

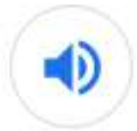
Sales Motivation at a “Social Distance”

West Foulger

Envision Strategic Partners

DEADTalks
Back to **BETTER**

VIRTUAL SALES CONFERENCE • **JANUARY 11-15, 2021**



mo·ti·va·tion

/,mōdə'vāSH(ə)n/

noun

the reason or reasons one has for acting or behaving in a particular way.

"escape can be a strong motivation for travel"

Similar:

motive

motivating force

incentive

stimulus

stimulation

inspiration



- the general desire or willingness of someone to do something.

"keep staff up to date and maintain interest and motivation"

Similar:

enthusiasm

drive

ambition

initiative

determination

enterprise



3 Types of Motivation

Fear Motivation

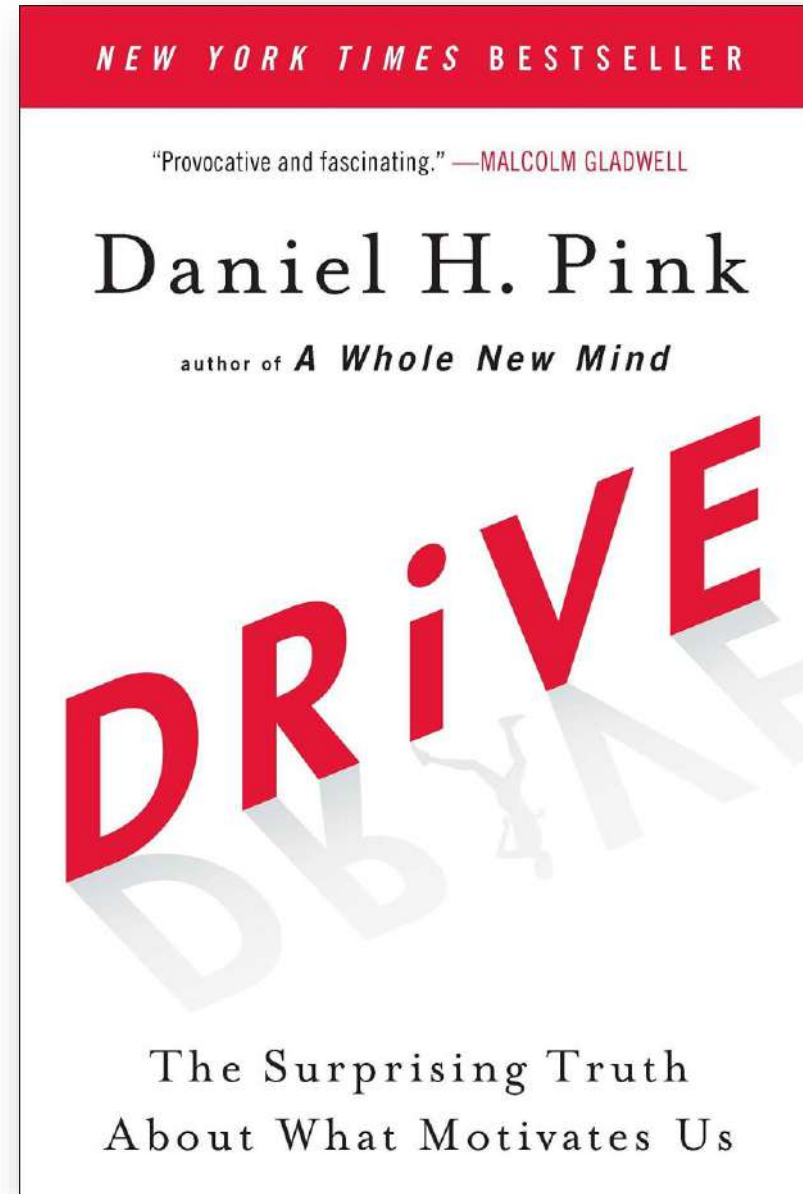
Reward Motivation

Self Motivation

Without SELF-MOTIVATION, the first two just won't do!

**YOUR JOB IS TO
INSPIRE
SELF-MOTIVATION!**

“Human beings have an innate inner drive to be autonomous, self-determined, and connected to one another. And when that drive is liberated, people achieve more and live richer lives.”



“Living a satisfying life requires more than simply meeting the demands of those in control. Yet in our offices and our classrooms we have way too much compliance and way too little engagement. The former might get you through the day, but the latter will get you through the night.” –Daniel Pink

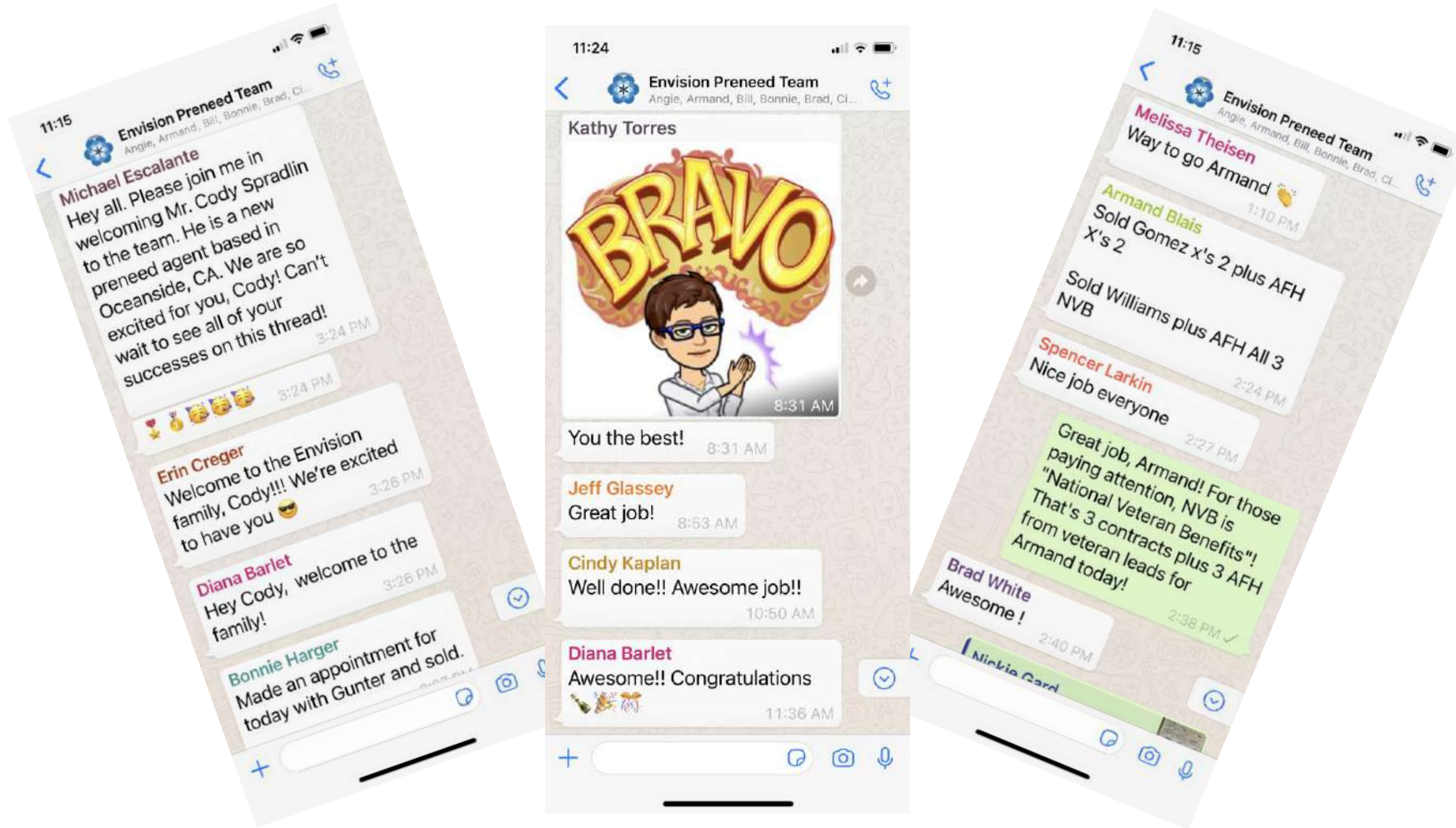
**SO, HOW DO WE
MOTIVATE AT A
“SOCIAL DISTANCE”?**

DAILY ENGAGEMENT

Use Group Chat Apps



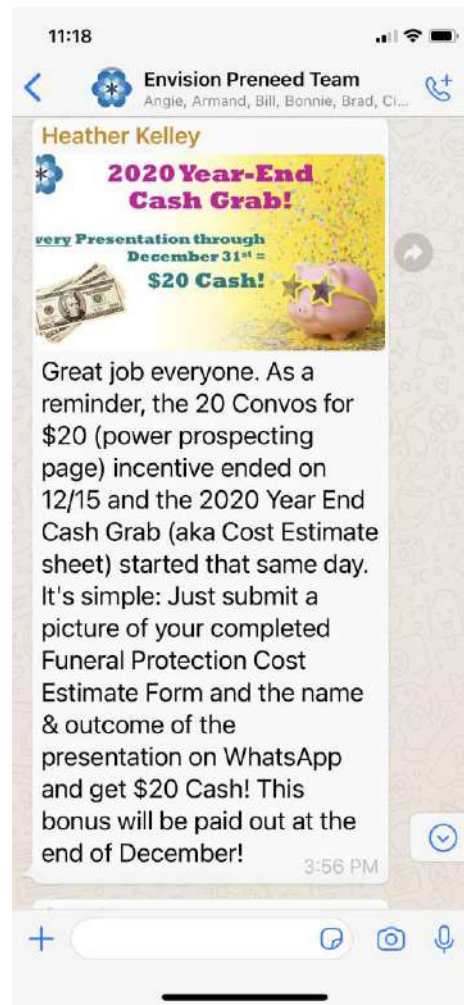
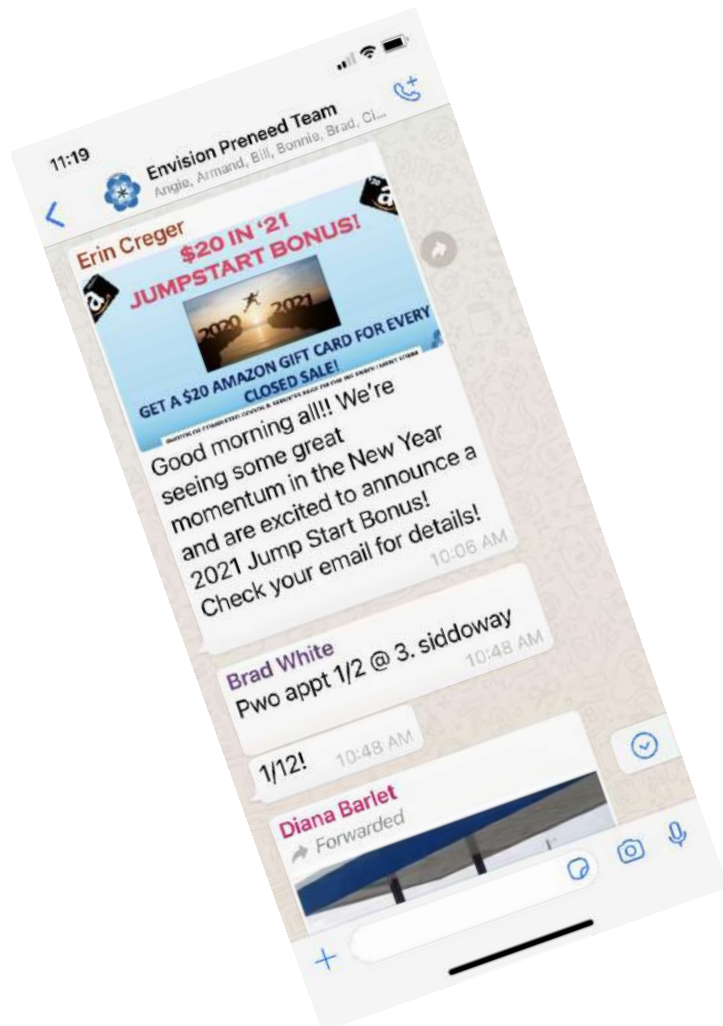
CELEBRATE DAILY WINS



SHARE QUOTES & HUMOR



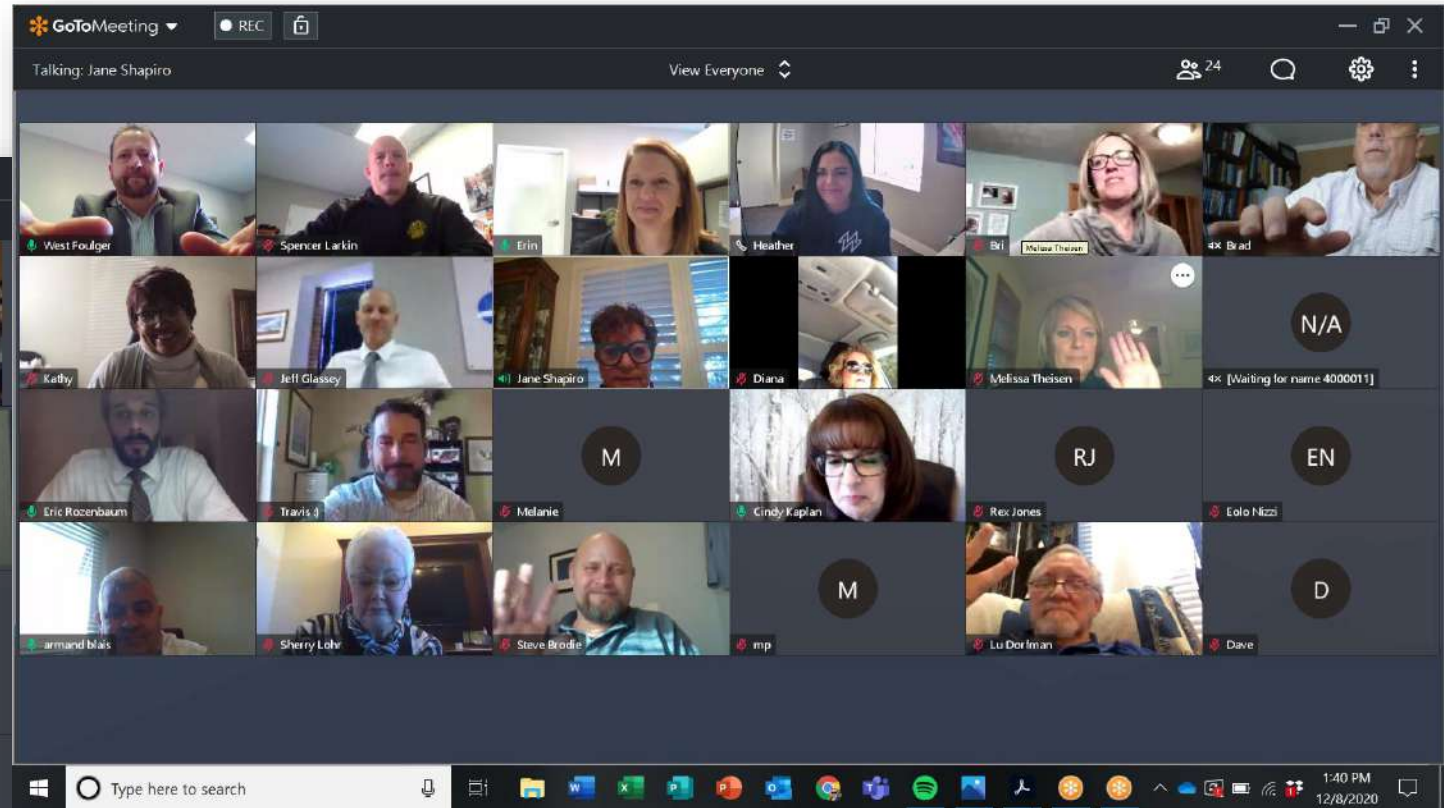
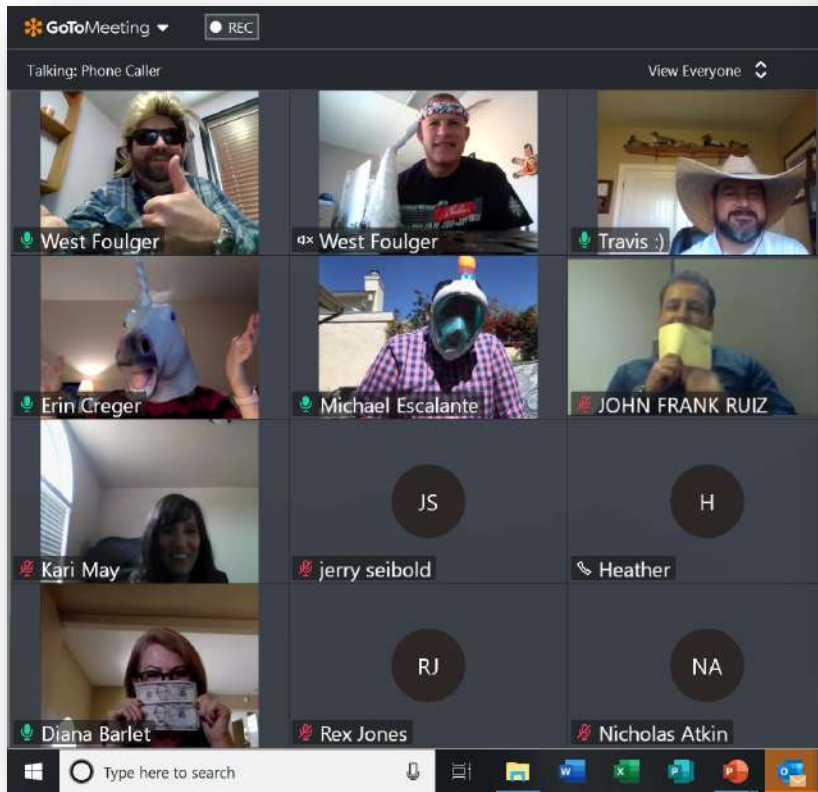
TEAM ENGAGEMENT BONUSES



DEADTalks

Back to **BETTER**

VIRTUAL SALES MEETINGS



VIRTUAL SALES MEETINGS

Be Prepared: Bad Content = Bad Attendance

Keep it Fresh: Don't Regurgitate the Same Stuff!

Short & Sweet: Under 45 Minutes

Celebrate Activity, NOT SALES!

Ask Team Members to Participate

Send Weekly Reminders

Record for Offline Access

HAVE FUN!

YOUTUBE TRAINING CHANNEL

The image displays two overlapping screenshots of a YouTube channel. The background screenshot shows the channel page for 'Envision Strategic Partners', which has 42 subscribers. The channel's main banner features a group of people in a meeting. Below the banner, there are several video uploads, including 'Recruiting Your CRM Organized by Categories, Status, Source & File' (15:08), 'File Update Phone Script' (44:18), 'Adding File Attachments to Contacts in CRM' (23:18), and 'Homesteaders Pro Tips: Child/Grandchild Protection...' (4 views • 5 days ago). The foreground screenshot shows a video player for 'Preneed Sales Training' with 17 videos and 90 views. The video player includes a 'PLAY ALL' button and a list of video titles: '1 Introduction to the Sales Process', '2 Our Mission & Purpose', '3 Circles of Success', '4 Interview with a 20 Year Veteran', '5 Client Development', and '6 Daily Prospecting & Accountability'. The browser's address bar shows the URL 'youtube.com/playlist?list=PLAXd6uaW9dYinw5CX2AdgKTp7rNQD9xzp'. The Windows taskbar at the bottom indicates the time is 10:04 AM on 4/27/2020.

YOUTUBE TRAINING CHANNEL

Easily Accessible

Make Content “Unlisted”

Stop Repeating Yourself!

Send Links Instead of Long Phone Calls

INSPIRE PEOPLE DURING CHALLENGING TIMES

“...change is inevitable, and when it happens, the wisest response is not to wail or whine but to suck it up and deal with it.”

– Daniel Pink

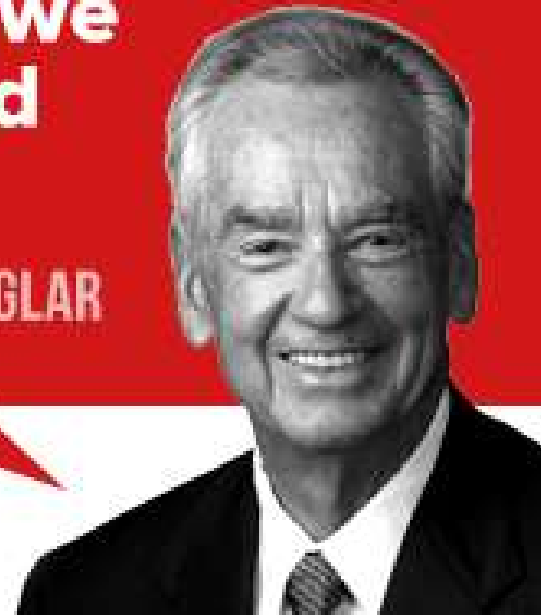
YOUR NEW JOB TITLE

CMO

“CHIEF MOTIVATION OFFICER”

“People often say that motivation doesn’t last. Well, neither does bathing that’s why we recommend it daily.”

- ZIG ZIGLAR



**A motivational leader
is running up the
escalator that is
always going down.**

**OUTPACE THE NEGATIVITY!
KEEP MOVING FORWARD!
DO NOT STOP!**



LEAD THE WAY

INSPIRE PEOPLE

MOTIVATE THE MASSES

THANK YOU!