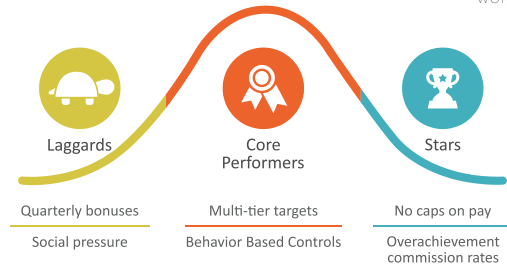


Motivating Sales Teams and Channel Partners: What really works?



Five ways to Inspire sales team to stay motivated and perform well



Bid annual targets goodbye

Studies have shown that setting quarterly targets for underperformers to achieve can lead to an increase in revenue by 10%



Make feedback public

Offering feedback relative to other people's performance, like stacking them from worst to best in emails, can help increase performance by 15% as it inspires laggards to improve.



Reward positive behaviours

Identifying and rewarding certain behavioural traits that increase sales can help managers transform their core performers into star performers.



Uncap the sales commissions

Removing caps on incentives for star performers to keep them motivated and engaged throughout the year can increase revenue by 9%



Offer higher commissions for overachievers

You can engage as much as 73% of your workforce with long service anniversary, manager discretionary, peer to peer, nomination and results based recognition.