

Webinar:

Setting the Right Sales Goals for Success



Wholesale sales leaders are often told that goal-setting is important to success in sales. Accordingly, sales managers and VPs will dependably set, share, and communicate sales targets to their teams at the beginning of each year, quarter, and month. Setting ambitious goals, however, isn't the same as actually achieving them, and consistency is key. In this fast-paced webinar, sales influencer and training expert Nancy Bleeker will share actionable tips for getting your team across the finish line every time.

WHAT YOU'LL LEARN:

- How to move beyond "SMART" (Specific, Measurable, Achievable, Realistic, Timely) goals and plan effectively to achieve them.
- The 2 hidden factors that derail goals and how to eliminate them.
- How to have great coaching conversations that remove personal barriers on your sales team.

ABOUT THE PRESENTER:

Nancy Bleeker, President of Sales Pro Insider, Inc. and author of *Conversations That Sell*, is known as someone who gets things done. Nancy has worked with thousands of sales leaders since 1998, equipping companies with the tools and insights to grow sales, customer loyalty, and employee engagement.

Webinar:

How to Create Win-Win Sales Compensation Plans



Sales compensation is often the single biggest line item on any wholesale, distribution, or manufacturing business's profit & loss statement below gross profit, and it can have a huge impact on sales management, hiring, and overall sales effectiveness. In this webinar, Dave Kahle, one of the world's premier sales authorities, will share actionable strategies to create compensation plans that will better motivate your reps while supporting your bottom line.

WHAT YOU'LL LEARN:

- Why your current compensation plans may not be ideal.
- The core structure of an ideal compensation plan and how that structure affects behavior and overall sales.
- 4 key questions to consider when creating your sales compensation strategy & how to calculate optimal compensation for your sales reps.

ABOUT THE PRESENTER:

Over the last two decades, Dave Kahle has perfected the art of creating systems that transform organizations and increase sales. As an author, speaker, and growth coach, Kahle has provided sales training and consulting for hundreds of companies and trained tens of thousands of B2B salespeople to be more productive. He has written 12 books, which have been translated into 8 languages and are now available in 20 countries.