



Daily Motivational Call – March 9, 2021

## **Thinking in Combinations**

GSA

Tortoise and the hare

Value Points

Identifying resistance

**Goal:** Create a sales manual documenting the sales process, sales models, sales scripts and sales strategies at ELI. Complete the updated manual by June 30, 2021

## **Strategy:**

Have a project manager

Create a table on contents

Create a timeline for parts of the project to be completed by

Have someone beautify the manual

Have a weekly check in

Use project management software

Have the entire team participate by contributing their ideas

Consolidate the resources, including scripts and recorded modules into 1 place

Make it fun

Offer team members on commission to help and receive \$25 per hour to help

Speak some of the manual and have the audio transcribed

## **Action**

**Tortoise and the hare**



## **Value Points**

Company will be able to reach more people  
By reaching more people more referrals will come in  
Improves onboarding  
Increases sales significantly  
Will help make Facebook ads campaign more successful  
Sales reps will make more money  
Precession  
Reduced turnover  
Sales rep gets up to speed quicker  
This can become a product we sell

## **Resistance**

Overwhelming project  
I am so busy I don't have time

**Bonus Video** – How to be a Great Student -

<https://www.youtube.com/watch?v=QWDKy6niamk>