

Other remarkable (<http://yftsmagazine.com/2013/11/12/8-remarkable-ways-to-motivate-your-sales-team/>) ways to motivate your sales team can be found by reading staff tips from YFS (Young, Fabulous, and Self-Employed) Magazine. The expert staff tips suggest letting salespeople take risks and that taking risks motivates them to try harder and land more deals. If salespeople can drop their fear of failure then they can achieve greater success in the sales world. Staffers also suggest that CEO's should jump in with their sales team and make calls right beside them. Acting if you are too good or above the team will only intimidate your team and lead them into a path of failure.

Motivate with praise, not just pay

Sometimes just a simple "You're doing a great job" is all you need to say to your employees. They want some validation that they are good at what they do. Also, if you can develop a level of trust with your employees they will be more willing to open up to you.

Final thoughts

Consider contacting a motivational speaker for your sales team. Speakers can work through work centered problems, conflict resolution, and really get to the heart of employment issues. They can also encourage and inspire your sales force in ways you never thought were possible.

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