(Mr. Tenkey's Tips # 416) www.mrtenkey.com

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Dear Management: Salespeople are not programmed to give up.

They are not programmed to walk away.

So to be a good leader... to them, and the business you own or work for...

You need to teach them WHEN to fold.

You need to train them to separate a deal that's a difficult sale, from that transaction that's just a bad deal.

The better job you do in training them on THAT!

The better frontline defense you'll have, to the operational efficiency of your pipeline.

FYI - Just channel Kenny, and you'll do fine!