



Notes on How to perform an effective 1 on 1 by a Manager with a Salesperson.

Opening;

Explain why you are doing the 1 on 1 with the salesperson, the goal of this meeting.

Ask open ended questions about their life.

Find out the 'why'.

People do not know how much you care until, they know how much you care.



Open your CRM and review the last 30 days of customers.

Review conversations with customers – Engagement!

Make a few phone calls to customers as a manager. Find a few Car Deals!

Talk about Contact rate,

When and how are the contacts being made. Same time every day?

Same method of contact? Change things up, email, text, phone calls or combination thereof.

Is it a Knowing or Doing Problem? Then Coach it and fix it!

