

'Qualities of a Sales Leader'
Are You a Sales Leader By Title Or Merit?



'Action-Sheet'

Quality Description	Value				
	1	2	3	4	5
1. I lead by example...					
2. I always speak the truth					
3. I have a positive approach...					
4. I set and achieve goals together...					
5. I take incoming sales phone calls...					
6. I make out-side sales calls with staff...					
7. I make follow-up phone calls...					
8. I take customer complaint calls...					
9. I support my staff...					
10. I make phone calls to sales we lost...					
11. I make customer thank you calls...					
12. I visit key accounts with my sales reps...					
13. I use real time sales reports...					
14. I ask for feed-back...					
15. I give positive encouragement regularly...					
16. I am not afraid to reprimand...					
17. I don't play favorites...					
18. I give rewards...					
19. I train and I take training...					
20. My turn-over is low...					
21. I have fun...					

AMERICA'S LEADING PROFIT AND CASH STRATEGIST