

DOES YOUR SALES TEAM SUFFER FROM SELF DOUBT?

6 Ways
to
identify
the
truth



Power for
Success

6 WAYS TO IDENTIFY SELF DOUBT IN YOUR SALES TEAM

I talk a lot about self doubt ... I can guarantee once you identify itwithout judgement of your team or even yourself, then you will be able to strengthen your sales team into genuine high performers. These are the signs I have witnessed in the teams I have delivered empowerment training to and the individuals I have coached. It's no lie that salespeople have felt relieved in confiding in me over the years as this has enabled them to grow.

Have you made any of the following observations?

1. Over confident
2. Withdraw
3. Lots of justifications
4. Busy rather productive
5. Sickness
6. Weight gain

And what did you need to know about your team

1. Self doubt feels rubbish and can be a constant burden and drain.
2. This does no way mean they are not capable.
3. It means their mind is overdoing its job at keeping them safe.
4. They will be highly consensus individuals.
5. They do not want to disappoint the client or you as their boss.
6. Their belief system is keeping them smaller than their potential.
7. These people will be the ones who will fly very high once they feel self empowered.

Their potential just needs unlocking so they have a frame of reference of how incredible they truly are. They will give heightened returns and will look at smashing through their target, not just hitting them.

THE TRUTH ABOUT IMPOSTER SYNDROME



You have them in your team...who are they? What are their names?

What makes them tick?

What do they want to achieve in their lives?

Why do they work for you?

What do they want to prove and to who and why?

What is their "WHY"?

Who and what matters to them?

What are their fears?

What makes them sing?

What scares them?

What motivates them?

What are their limitations?

You cannot guess this.... you cannot generalise, you cannot bulk assume. These are the questions that I bet they wouldn't know if you asked them directly - SO unless you have spent quality time with each person and asked them these questions you won't know the actual answers either - but on my course they will learn about themselves, they will become responsible for their own motivation.

ABOUT LISA CLIFFORD

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Hello lovely, nice to meet you and thank you for downloading these top tips. I hope they help you and your team in your business.

These tips are based on my experience of leading and managing sales teams over the years.

I now work with sales teams as an International Keynote Speaker and Empowerment Trainer.

For more information or to arrange a chat you can contact me direct on 07795 634 671 or email lisa@lisaclifford.co.uk