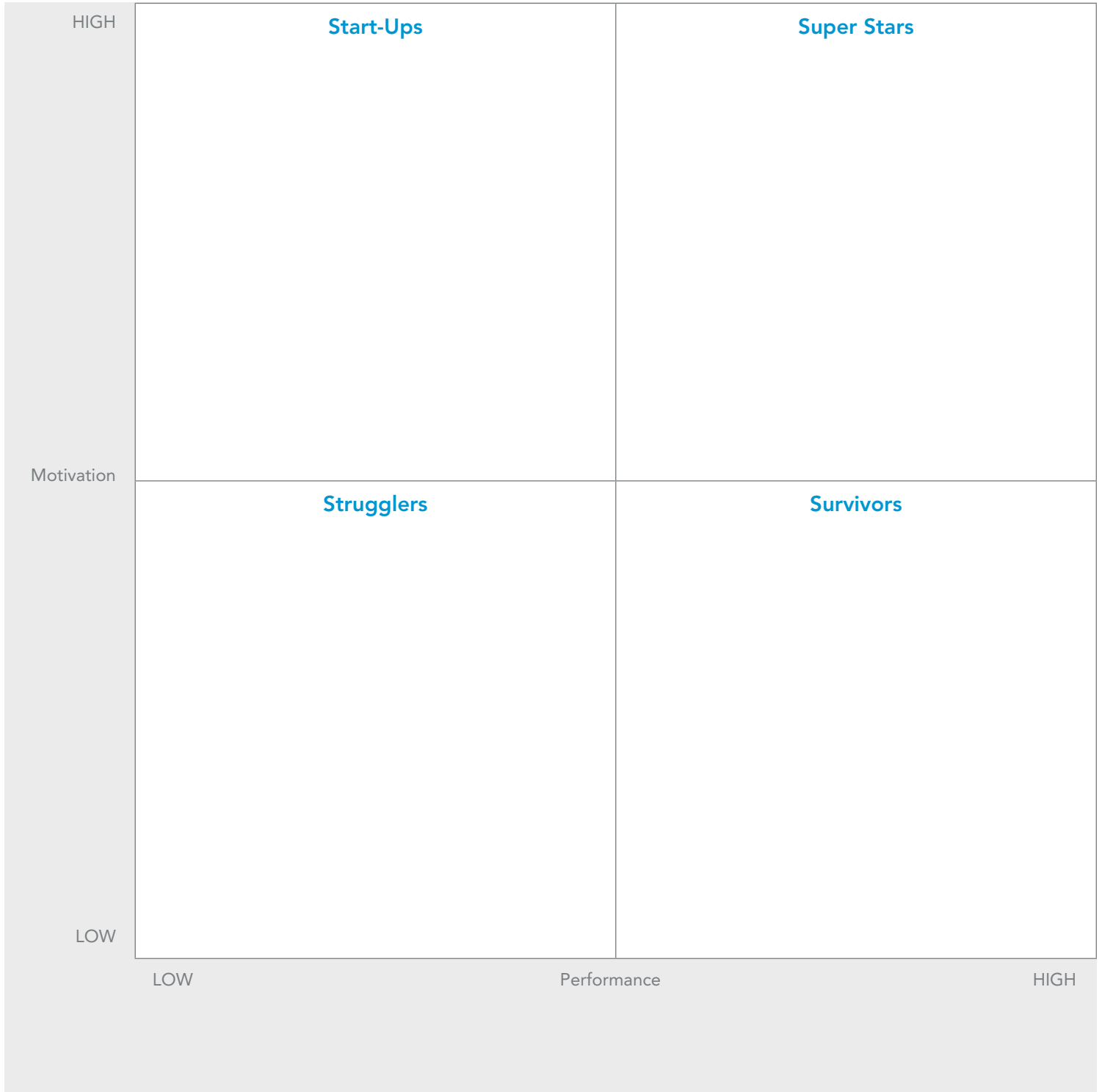




# SALES TEAM MOTIVATION / PERFORMANCE MATRIX

**PURPOSE:** Your team is made up of people with varying degrees of motivation, effectiveness, and understanding of expectations. As a manager, it is important to understand how to invest in your team members every day. Identify the motivation and performance for each sales team member. Plot them on this chart to determine how to effectively coach, lead and motivate them.

**INSTRUCTIONS:** Use this template to identify the motivation and performance for each sales team member. Plot them on this chart to determine how to effectively coach, lead and motivate them.



**MOTIVATE YOUR SALES TEAM!** Use these articles and coach your team to success:

"How to Get the Right Motivational Messages Through to Your Sales Team"

"6 Deadly Sins of Sales Motivation"