

Sales

# Elevate Your Salesforce in an Ever-Changing Market

In-Person

(Sales Managers Only!)

## What You'll Learn

Learn tools on how to not only recruit the right sales members, but also retain your key talent. Discover how to build emotional resilience in your team when facing tough times or down months. Lastly, find ways to uncover blind spots that limit your team's success.

## Why you want to learn it

You will be better equipped to hire key talent that will stay on your team. Once they are on your team, you will learn how to retain them to help increase their books of business and reach their goals. And when your team members feel like they are not reaching their goals, you'll be better prepared to uncover what is holding them back from their goals.

## How it will help you

You will learn how to spend less time hiring new team members by retaining your current team members, leaving you more time to go make your own sales. And when your team is hitting their goals, you are hitting your goals!