



## Creating Your First Sales Team: A Guide for Entrepreneurs, Start-Ups, Small Businesses and Professionals Seeking More Clients and Customers (Paperback)

By Gini Ggraham Scott

Changemakers Publishing, 2018. Paperback. Condition: New. Language: English . Brand New Book \*\*\*\*\* Print on Demand \*\*\*\*\*. CREATING YOUR FIRST TEAM is based on my experience and that of several business owners and professionals who have gotten a few reps to help them grow their business. It is designed to help entrepreneurs, start-ups, small businesses, and professionals obtain more clients and customers. The topics covered include the following: - Determining when you need a sales rep to represent you - Finding prospective sales reps - Recruiting sales reps on different platforms - Explaining the requirements and interviewing prospective reps - Assessing skills and getting references - Developing guidelines for what sales reps should say and do - Creating commission arrangements and contracts - Hiring reps as independent contractors and avoiding employment law issues - Creating reporting documents to know what reps have done to follow up - Coordinating reps in the field by email and phone - Assigning responsibilities to sales team members - Dealing with reps who don't perform and reassigning duties to other reps - Having a debriefing with reps - Organizing the information from your reps for follow up - Figuring out commissions and making payments.

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