

## One Mission: Success

- Developing a Noble Sales Purpose (NSP)
- Improving Communication
- Giving/Receiving Feedback
- Better Engagement From All Team Members
- Developing A Sales Playbook
- Sales Compensation Analysis
- Performance Reviews
- 1:1 Weekly Conversations
- How to Hold Monthly Virtual Sales Meetings
- Improving Team Engagement
- Succession Planning and Bench Strength Development

*Oars Engaged or Not Engaged?*



What would significant performance improvement from your Remote Sales team mean for your Company?

**Oarsforward.com**



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## Managing and Coaching High Performance Remote Based Sales Teams



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\*A Technical Sales Associates Company



**Do you wish you could coach your Outsourced Team Like you Coach Your In-House Teams?  
E Book Available**



**Coaching Your Distributors And Brokers For Peak Performance**



**Check Out Our Website**

<https://oarsforward.com>

**Also Check Out Our Podcast:**

**Oars Forward and Our YouTube Channel OarsForward for some of our Vlogs.**

**We also have a WebCourse which helps you develop your personal higher purpose and your team's higher purpose. This course is available on our website**

**William A (Bill) Becht -A Proven Sales Leader with a 38 year career in leading High Performance Sales Teams to Greatness. They are Focused, Resilient, Fully Engaged and Make More Money for Themselves and Their Companies.**

**Have You Ever Thought About ..."What is Team Engagement?" and "What are the Positive Effects for My Company or Organization" ?**

**Communication and being heard is very important in the engagement process. We work to improve communications at all levels and touch points of the sales team with a proven system of success developed in the field over 38 years.**

**The cost of Sales Team Personnel turnover is substantial. Not only is there recruiting costs but there are also on-boarding costs. We estimate this cost is over 50% of the first years sales compensation.**

**The goal needs to be to identify, on-board and keep your team fully engaged and reduce team turnover. It is disruptive to the team ,to the rest of your company and to your customers.**

**Be a Hero to Your Owners, Board and Stakehold-**

