

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



Oars Forward*

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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, Stakeholders & Board

