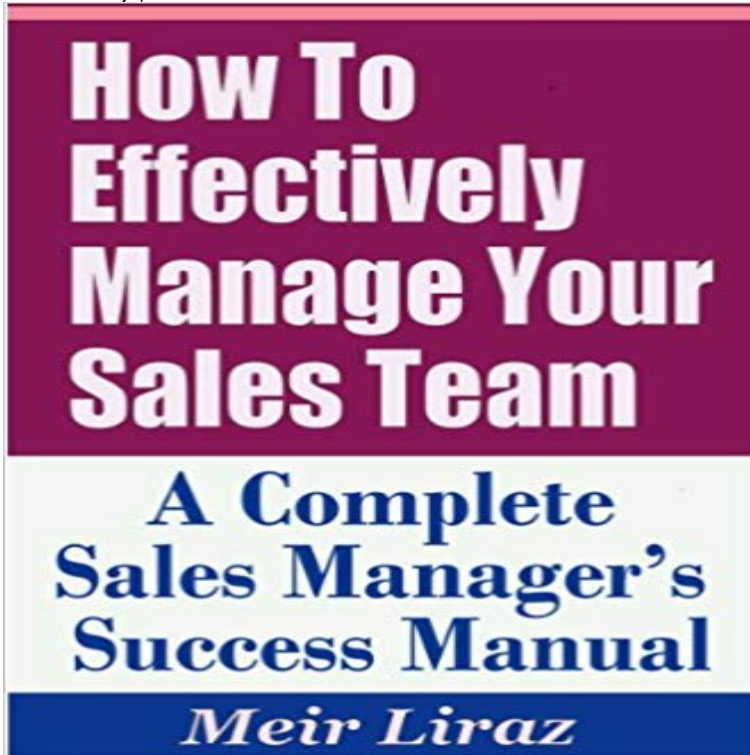


# How to Effectively Manage Your Sales Team - A Complete Sales Managers Success Manual



This guide will walk you step by step through all the essential phases of managing your sales team. The book is packed with guides, worksheets and checklists that make it easy to apply all that knowledge. Heres whats in the book:\* How to Evaluate and Compensate Your Sales Team Performance\* Basics of Managing Salespeople\* How to Hire Salespeople\* How to Develop Salespeople Job Specifications\* How to Train Your Sales Team\* How to Motivate Your Team\* How to Effectively Supervise Your Sales Team\* How to Compensate Your Salespeople\* How to Use Independent Sales Agents Effectively\* All these and much much more. My name is Meir Liraz and Im the author of this book. According to Dun & Bradstreet, 90% of all business failures analyzed can be traced to poor management. This is backed up by my own experience. In my 31 years as a business coach and consultant to businesses, Ive seen practically dozens of business owners fail and go under -- not because they werent talented or smart enough -- but because they were trying to re-invent the wheel rather than rely on proven, tested methods that work. And that is where this book can help, it will teach you how to avoid the common traps and mistakes and do everything right the first time.

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