

# Real Estate

*Sales & Management Training*

## MOTIVATING THE TEAM

In all sales teams motivation can be a challenge and keeping sales people is one of the largest challenges for all managers.

We will introduce you to proven methods to keep your team up there even in the tough times as well as maintaining your team with methods which will encourage them to stay even when other companies are beating on their doors.

Managing sales people can be very draining for managers and we will also look at how to avoid your energy being drained so that you can continue to inspire your team when needed.

Teams look to their leaders in times of change and difficulty and how you communicate with them always has a great influence on the teams results. Learn how to introduce change when needed and get the team to support it. All this and more with our help.

