

4 Steps to Design the Right Sales Incentive Program for your Business



Step 1

Understand what motivates each salesperson and plan individual incentives.



Step 2:

Understand their strengths, weaknesses, and goals for drafting team collaboration incentives



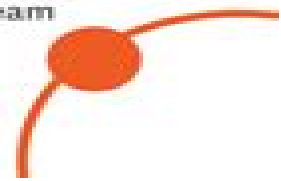
Step 3:

Check with your finance team before setting a sales incentives program



Step 4:

Keep your sales incentive plan simple and straightforward so that its clear to your team



Salesmanship A Programmed Guide

M Mosston



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