



Can someone help  
me with salesperson  
turnover?

Sales Training

Proven Promotions

Risk-Free Inventory

Increased Referrals

90-Day Profit Guarantee

Improved Sales Performance

Right Product at the Right Time

Increased Customer Satisfaction

# 7 Things guaranteed to reduce turnover

1. Use a pre-employment profile tool to focus your search, and find the right match the first time
2. Enroll new employees in a training program
  - a. Online training
  - b. Shadow training
  - c. Classroom training
  - d. Determine individual motivations by using the "What Motivates" tool
3. Use a performance-based commission structure for your sales team
4. Provide ongoing training
5. Define goals and reiterate them weekly
6. Measure results and provide candid feedback
7. Promote from within - establish and implement employee career paths

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*For more information on proven tools for pre-employment, sales training, and motivational tips, call OFFWIRE today!*