

# BUILDING A SALES TEAM IS DAUNTING

"I CAN'T SEEM TO BUILD A DECENT SALES TEAM"

"WHEN IT COMES TO SALES, I DON'T KNOW WHAT I'M DOING"

"I NEED TO HIRE A SALES MANAGER TO BUILD MY TEAM FOR ME"

"I DON'T HAVE TIME TO BUILD A SALES TEAM"

"WHERE DO EVEN I BEGIN?"

THE REALITY IS... YOU CAN BUILD A  
SUCCESSFUL SALES TEAM IN 90 DAYS OR LESS

AND WE'RE ABOUT TO SHOW YOU HOW!



# OUR OBJECTIVE:

To give you a PATH and TOOLS to  
build your sales team (on your own),  
without hiring someone to do it for  
you in 90 days or less.



# BE HERE AND NOWHERE ELSE

SILENCE ALL CALLS, NOTIFICATIONS, AND MINIMIZE INTERRUPTIONS



WHY WERE WE ASKED TO SHARE OUR INSIGHTS?

WE'VE SUCCESSFULLY BUILT 76 SALES TEAMS  
OVER THE PAST 2 1/2 YEARS

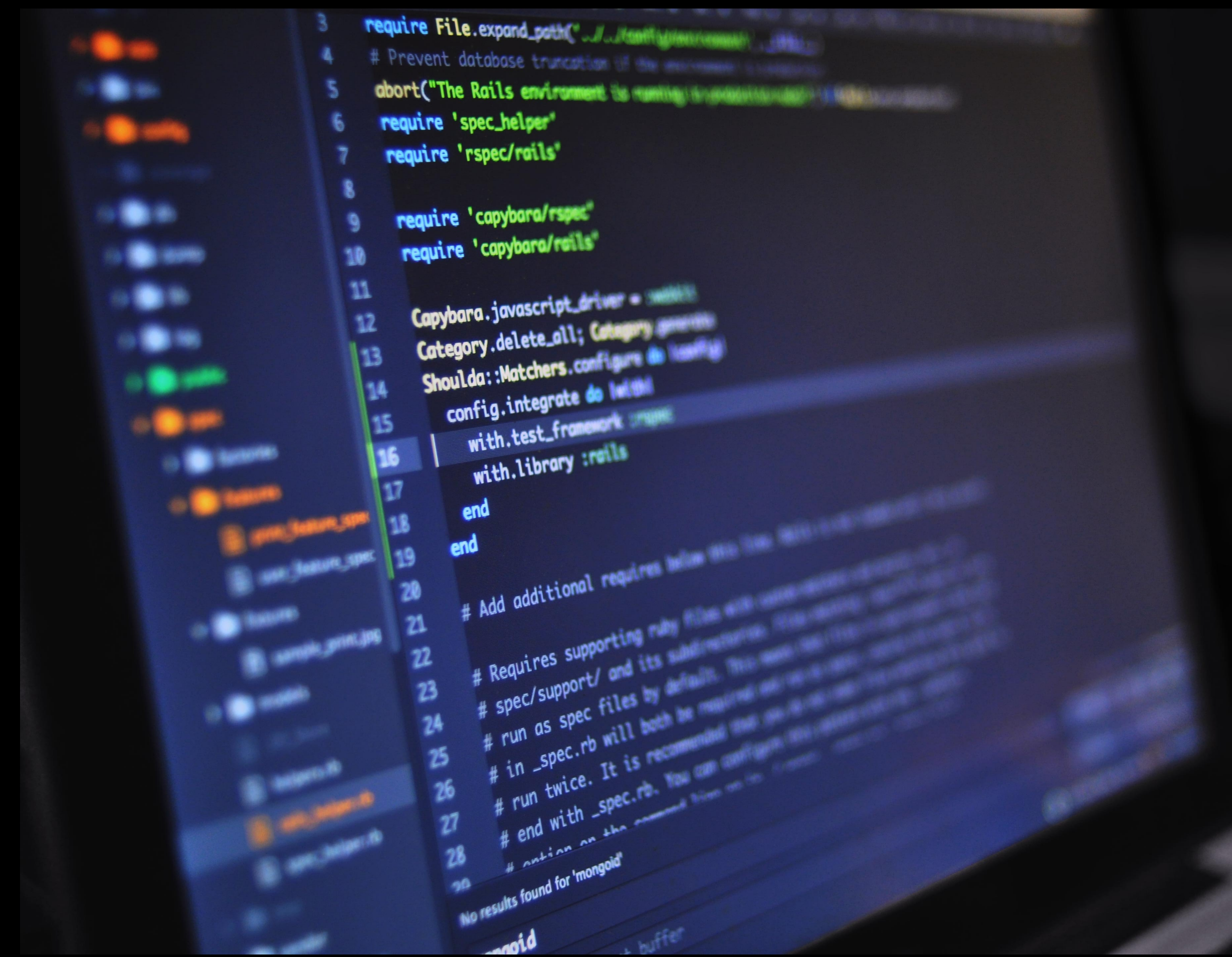
AND WE'VE LEARNED A LOT IN THE PROCESS



Imagine ...



# YOU MUST HAVE A SALES OPERATING SYSTEM





SECRET #1: HIRE PROPERLY



PROBLEM:

HIRING BEFORE THE  
PATH IS  
ESTABLISHED





PROBLEM:

POSTING ABOUT  
YOUR NEEDS, NOT  
WHAT THEY WANT





PROBLEM:

# UNCLEAR EXPECTATIONS DURING INTERVIEW





SECRET #2: EXCELLENT ONBOARDING



PROBLEM:

# DISORGANIZED EMPLOYMENT PROCEDURES & DOCUMENTS





PROBLEM:

# LACK OF PAYROLL SYSTEMS





PROBLEM:

# NO HIRING CHECKLIST







WELCOME BACK...

LET'S DIVE IN



# OUR OBJECTIVE:

To give you a PATH and TOOLS to  
build your sales team (on your own),  
without hiring someone to do it for  
you in 90 days or less.



# RECAP

## SECRET #1- HIRING

- ESTABLISH THE PATH BEFORE HIRING
- POST JOB ABOUT THEM, NOT YOU
- SET CLEAR EXPECTATIONS UP FRONT

## SECRET #2- ONBOARDING

- ORGANIZE HIRING DOCS AND ESTABLISH HIRING PROTOCOLS
- SET UP YOUR PAYROLL SYSTEMS
- CREATE YOUR HIRING CHECKLIST AND ASSIGN TASKS TO YOUR TEAM





# SECRET #3: PREDICTABLE TRAINING



PROBLEM:

NO RULES FOR  
OPERATING IN THE  
CRM





PROBLEM:

# NO RECORDED TRAINING





PROBLEM:

NOT KNOWING  
WHAT'S WORKING  
& WHAT'S  
MISSING





# SECRET #4: TRACKING & MAINTAINING



PROBLEM:

NO DAILY METRICS





PROBLEM:

# LACK OF ACCOUNTABILITY





PROBLEM:

NOT  
UNDERSTANDING  
THEIR "WHY"





# QUESTIONS





GET THE TRAINING,  
DOCUMENTS AND TOOLS HERE:

[WWW.METAGROWTH.VENTURES/EO](http://WWW.METAGROWTH.VENTURES/EO)