

**FIND MOJO** 

**Find Your Mojo**

**Sales Performance  
Program**





# Want to know what motivates your salesforce and what to do about it?

After reviewing the results of tens of thousands of salespeople who've now taken the 100-question Motivators Assessment, a few interesting trends have emerged. In sales, **the most common top motivators are not what you might think.**

## COURSE LEARNING OBJECTIVES

Designed for sales leaders, managers and salespeople at any level, and coupled with use of the Motivators Assessment, this **half-day course** will teach groundbreaking principles and skills to transform you and your sales team.

### YOU LEARN HOW TO:

- Understand their sales motivators.
- Analyze your sales work history for insights.
- Evaluate your present sales work situation to see what's out of alignment.
- Sculpt your ideal sales job and do more of what you love.

### YOUR TEAM LEARNS HOW TO:

- Understand motivational team diversity, synergy, and uniqueness.
- Infuse motivators into specific sales scenarios.
- Tie recognition to motivators as incentives.



**COURSE DELIVERY OPTIONS**

Train and learn the course in the format that works best for your teams.

**IN-PERSON**

Our experts come to you and train your team in-person at a classroom location of your choosing. Great for sales kickoffs and offsite team building.

**VIRTUAL**

Our experts train your team from the comfort of their home or office. Ideal for remote teams or limited travel budgets.

**CERTIFICATION**

You certify a member of your team to become a subject matter expert and train the course within your organization.

**The Find Your Mojo Sales Performance Program**  
is used by global sales teams at these leading  
organizations:



Ready to transform your sales team? Contact us to learn more about **Find Your Mojo Sales Performance Program** today!

**Contact Us!**

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