

FOR: Bank Sales Managers

Sales Manager Quick Self-Assessment

Sales Managers: Take this 2 Minute Self-Assessment Before You Go Home Tonight

Rate yourself on the following scale: 1—Never 2—Rarely 3—More Often than Not 4—Almost Always 5—Always

1. I recognize the sales efforts of my team.
2. I make time to meet with each of my team members to discuss their sales strategies.
3. I know what motivates my team members.
4. I am comfortable giving feedback.
5. I schedule time to call on key customers and prospects.
6. I know what additional training my people need.
7. I look forward to my sales meetings.
8. My team looks forward to my sales meetings.
9. I know what my team has in the pipeline and what I can do to help them move deals through it.
10. My team has a process for new business development and can articulate it.
11. I recruit salespeople even when I don't have an opening.
12. Account planning helps my team to identify sales opportunities and build relationships.
13. I put plans in place to improve the performance of team members who aren't meeting my expectations.
14. My team has a strategy to develop referrals from customers and COIs.
15. I can list three things I am going to do this week to improve my team's sales success.

And now for you to think about on the way home: What are you going to do differently tomorrow?

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