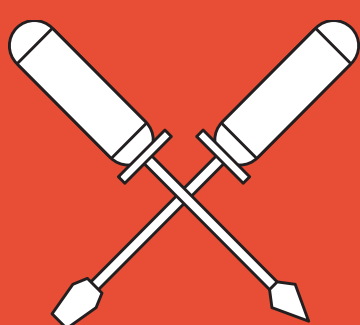


HOW ARE YOU AND YOUR TEAM MEMBERS USING THE TOOLS AT YOUR DISPOSAL?

Take time to consider if your approach to using the tools you have is helping or hurting your collective efforts.

AS INTENDED...



A sales report can be used to assess current results, learn what is working, and chart a course for the future.

AS A WEAPON...



The same sales report can be used to verbally hit someone over the head, creating fear and isolation.

AS A CRUTCH...



The same sales report can also be used to lean on as an excuse for poor performance. with sales people arguing about the report's timing and accuracy.