DAILY SALES MEETING

GUIDELINES

Each morning you'll want to start off your day by checking the numbers from the day before. What you pay attention to expands, and that's especially true with sales and money.

Here are the questions to answer each morning during a sales meeting:

How many deals did you close yesterday and for how much?

How many deals are pending from yesterday?

How many follow-ups did you do?

How many new leads came in?

How many new points of contact did you make with new leads?

How many meetings/consults did you set up?