

SEHG IN-PERSON WORKSHOP SERIES

Motivating Your Sales Team

Instructor-Led Workshop · Facilitator Kit

Complete facilitator kit for delivering the SEHG Motivating Your Sales Team workshop on site — training manual, instructor guide, slides, icebreakers, quick-reference sheets, and completion certificates.

WHAT'S IN THIS KIT

01 · Training Manual (participant workbook)

02 · Instructor Guide (facilitator script & timings)

03 · Icebreakers & Activities

04 · Presentation Slides

05 · Quick Reference Sheets (takeaway)

06 · Certificate of Completion

SEHG-SM-2015 · IN-PERSON WORKSHOP KIT

synergyeducationholdings.com

Motivating Your Sales Team

SYNERGY EDUCATION HOLDINGS GROUP · IN-PERSON WORKSHOP SERIES

About This Workshop

Everyone can use some inspiration and motivation. This workshop will help your participants target the unique ways each team member is motivated. Finding the right incentive for each member of your sales team is important, as motivation works best when it is developed internally. Harness this through better communication, mentoring, and developing the right incentives. Motivating Your Sales Team will help your participants create the right environment to shape and develop their sales team with the right attitude and healthy competition. Instilling that unique seed which creates motivation in your team will ensure an increase in performance and productivity. Have the best sales team you can have through better motivation.

Workshop Objectives

- Discuss how to create a motivational environment
- Understand the importance of communication and training in motivating sales teams
- Determine steps your organization can take to motivate sales team members
- Understand the benefits of tailoring motivation to individual employees
- Apply the principles of fostering a motivational environment to your own organization

Format & Delivery

- Instructor-led session, delivered on site or SEHG-hosted
- Includes participant workbooks, activities, and takeaway reference sheets
- Every participant receives an SEHG Certificate of Completion
- Pairs with the SEHG online Motivating Your Sales Team course for pre-work and reinforcement

Preparing & Delivering the Workshop

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Before the Workshop

- Review the Instructor Guide end to end — timings, scripts, and activity setup
- Print one Training Manual and one Quick Reference Sheet per participant
- Load the Presentation Slides and test the projector, audio, and clicker
- Choose 1–2 icebreakers from the kit that fit the group size and room
- Prepare blank Certificates of Completion for sign-off at close

Checking Out the Venue

- Adequate seating with clear sight lines to the facilitator and screen
- Projector compatibility, cables, and extension cords tested in advance
- Lighting that lets participants see you, their notes, and the screen
- Space for group activities, plus a table for handouts and materials

Closing the Session

- Recap the workshop objectives and each participant's key takeaway
- Distribute the Quick Reference Sheet as the on-the-job takeaway
- Present the SEHG Certificate of Completion to each participant
- Point participants at the paired SEHG online course for reinforcement

Book this workshop

Contact your SEHG program advisor to schedule this workshop for your team, or add it to any SEHG learning program as the in-person option.

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Certificate of Completion

This certificate is proudly presented to

for successfully completing the SEHG in-person workshop

Motivating Your Sales Team

Awarded this ____ day of _____, 20__

Facilitator Name & Title



Synergy Education Holdings Group