

10 Sales Motivation Tips from Sales Experts

It goes without saying that motivated sales reps are better at what they do and consequently, have better performance and results. But keeping yourself or your sales team motivated does not come easy. Being happy and motivated can be elusive. Fortunately though, there are steps you can take to remedy the situation and keep the wheels turning.

1 Sales Motivation Comes from Within

The first step is to realize that sales motivation comes from the inside and this puts the control in your hands.

It is not easy to stay motivated but the more effort you put into controlling it, the higher your chances of mastering the art.

2 Set a Daily Motivation Routine

It is important to keep yourself motivated daily. Holding yourself accountable for your daily tasks and constantly checking in on your motivation level will allow you to get the most out of your day.

In order for sales motivation to work, it needs to be part of your daily routine.

3 Check Your Physical State

Our physical state has a much bigger impact on our emotional state than we might care to admit.

Take time out of your day to change up your work habits so that you do not feel demotivated throughout your day.

4 Set High Goals and Work to Reach Them

Ambition is a major driver of sales motivation, so set ambitious goals and strive to reach them.

When working towards a high goal set weekly targets so that you can continue forward momentum and have a positive work experience.

5 Work Smart, Not Hard

When you invest in a CRM tool, almost every process in the sales pipeline is automated. It will help you streamline activities by setting daily tasks, alerting you to important developments relating to a prospect, and ensuring that you send that email at the perfect time.

Automations will:

- ✓ Make you more efficient.
- ✓ Drive better results.
- ✓ Increase motivation.

6 The Power of Rewards

Rewards are a timeless means of motivation and they can take many forms.

Never end a day without rewarding yourself for your own achievements, and remember to always celebrate your victories no matter how small.

7 Surround Yourself with Sales Superstars

It goes without saying that spending time with demotivated people will drain your sales motivation juices.

By surrounding yourself with top sales persons, you will have an opportunity to learn from them and get infected with their high level of motivation.

8 Stop Talking and Start Listening

The key to success as a sales rep is mastering the art of listening.

The moment you stop selling and start being helpful to your prospects will be a turning point.

9 Always Ask Why

It is easy to get caught up in life's routines and to find yourself constantly going through the motions. Remember to stop every once and awhile to remind yourself why you are doing this.

10 Patience

Finally, remember to be patient when aiming to reach your sales motivation goals

