

The one person you should  
meet with every week..... page 11

What your salespeople  
should never tell a prospect ... page 26

# SALESFORCE<sup>XP</sup>

XTRA PERFORMANCE

Training/Incentives/Meetings for Sales Team Leaders

## KEEP your best PEOPLE

The “they’ve got no place  
to go” retention strategy  
won’t serve you long term.



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