

THE SALES EXPERTS CHANNEL



Kristie Jones
The SaaS Startup Expert

Accountability is a Sales Strategy: Part 3

Accountability is a Sales Strategy

Part III



Review of Part I and II

- Why you need an Accountability Culture
- Start by holding yourself accountable
- Hiring for Accountability
- Start by setting expectation
 - “What would you like me to do it.....?”
- Expectations are a 2-way street



Review of Part I and II

- Get Buy-in
- Inspect what you expect
- Every decision has consequences

Now let's jump into Part III.....



Getting Executive Support

- Why you need support
- What kind of support do you need
- How to get support?



Handling Accountability Dodgers

- What an accountability dodger “looks” like
- Taking action - sooner is better
- When to know it’s time to part ways



Expectation conversations are a process, not an event

- How often to have expectation conversations
 - Business needs have changed and so have expectations
 - Expectations aren't being met
 - The rep is new to the job
- What to discuss
- Put it in writing





Accountability - Part IV

April 15th - 11am CDT

- Holding Employees Accountable is Easier than Not Holding Them Accountable
- Take Accountability to the Next Level
- You've Made It!

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Accountability is a Sales Strategy: Part 4

PEOPLE FIRST | PITCH LINK | TSW | ICS | VENGRESO | VANILLA SOFT | SOCIAL SALES LINK | SALES FUEL | alyce

The logo for Sales Acceleration Group features a stylized arrow pointing to the right, composed of several overlapping triangles in shades of red, orange, and yellow. The text "SALES ACCELERATION" is in red and "GROUP" is in orange, both in a bold, sans-serif font.

**SALES ACCELERATION
GROUP**

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