

“TOP 10”

Key Field Leadership Questions

1. If you were the CEO/President of this company and money was not an issue what 5 things would you change in the first 30, 60 and 90 days?
2. What do you feel is the biggest thing that is holding our company back from tremendous growth? What needs to change?
3. What compensation plan changes do we need to make and how will these changes help?
4. Do you feel we have an effective customer on-boarding system? How can we improve this?
5. Do you feel we have an effective Distributor on-boarding system? How can we improve this?
6. How could we enhance our Fast Start Program? What needs to be added or deleted?
7. What are the biggest challenges a new person has in getting started? How can we help in this process?
8. What training materials or programs are you currently using? What needs to change to make them more useful?
9. How could we improve our Customer Loyalty Program?
10. What is your favorite type of incentive program and how can we improve?

For additional questions go to: www.DirectSalesExperts.com



ABOUT DIRECT SALES EXPERTS INC.

Direct Sales Experts is a global Executive Search Firm that specializes in “Leadership Identification”. Their focus is the Direct Sales, Network Marketing, MLM, Party Plan and Social Selling channels. At Direct Sales Experts they have spent a lifetime building relationships with the channel's strongest leaders. By utilizing a network of 50,000 executives, their focus when working for you is to identify, interview, qualify and deliver quickly high performing proven leaders to help grow your business. Many of the world's leading Direct Sales Organizations seek advice and council on Executive Recruiting, leadership development and succession planning.



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