Twitter Thread by ThoughtExchange



ThoughtExchange
@thoughtxchng



Our event Start Fast, Finish Strong: How to Keep the Momentum Going is on! Join @JaymeSmithers and Jessica Livingstone to learn how to keep the momentum going with your team through 2021. Join here:

How do you win – and continue to win – in the midst of #disruption? The traditional tools and strategies aren't working. We need to take a new path in #salesenablement and #revenue.

Are you planning your #sko or did you already run your annual #saleskickoff? 2021 is all about tackling the challenges 2020 brought to the forefront.

We're asking participants, What are your biggest fears around achieving success in 2021?

Top thought: "I'm afraid that our team members will start operating in silos and collaboration will decline rapidly." #ThoughtExchange #Sales #salestraining

"Virtual meetings aren't the same as face to face." #salesenablement in the virtual world need new resources, tech that will facilitate #scaleddiscussion ■

How to ensure development continues in the new reality? How do we keep people aligned in a #virtualworkplace? We can't replicate #FaceToFace meetings, but we can find a way to make virtual meetings more impactful and maybe even better than #f2f!

Maybe...#f2f meetings weren't the optimal way to align teams and execute strategies. They worked for extroverts but often silenced other voices in your group.

In 2021, leaders have a choice: #staythecourse and use the tools that worked before the pandemic. Or they can find a better way: 1. Forge partnerships 2. Sharpen your focus 3. Ask the right questions

Forging partnerships: Acknowledge the risk of not collaborating. Share the sales strategy and ask the team what they need to execute on it. Then build a path using their feedback.

Sharpening focus: fewer meetings that accomplish more. Informed decisions that stick. Winning tactics that field reality. Nuanced strategies that address complex problems. Hearing from all of your team means fewer #blankspots.

Alignment at the beginning of the year is easy. But later on, when misalignment inevitably happens – that's an expensive fix. So how do we maintain the alignment from the beginning?

Asking the right questions. @JohnCMaxwell says "Good Leaders Ask Great Questions"

We've worked with leaders who found the solution to increase performance and aligning their organizations. The solution is a #discussion tool #ThoughtExchange that enables leaders to ask the right questions and uncover unbiased data to make better decisions.

#shamelessplug ■

How do you embed questions into your operating cadence? Using #ThoughtExchange you can ask your entire team or organization and get real-time analytics to inform your strategy.

Example: "What are the 1-3 key factors that have helped you consistently hit your quota?" Imagine getting 1,200 answers with sophisticated analytics and actionable data in just a few minutes.

Improve your culture and collaboration when you lean in to ask the questions and create a discussion with your organization.

Create the space and your team will come with opportunities and insights you might not otherwise discover!

Thanks to all who joined us for Start Fast, Finish Strong today! Stay tuned for the on-demand replay that should be live tomorrow right here: https://t.co/HL0DorQDkk