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# *ThrivingSales.com*

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## **Sales Force Engagement**

What's driving the levels of engagement on your team?

What are the risks of low engagement?

Is customer loyalty and retention an issue?

How does engagement impact productivity?

*Let us help you find out!*

What is the definition of engagement? Engagement refers to the degree to which sales people connect with their work and feel committed to their organization and its goals. They are: excited, enthusiastic, devote discretionary effort, are constantly focused on their sales activities, and identify with the tasks of their sales efforts.

High engagement compared to low engagement – what's the payoff?

- 86% higher customer loyalty
- 70% more productive
- 70% more success in lowering turnover
- 44% higher profitability
- 27% increase in earnings per share

With our Sales Force Engagement Survey we can measure the levels of engagement of your team and provide you with a clear picture of reality. The national average for disengaged versus engaged people is 50%. How can you achieve your targets when half the team isn't engaged to do so?

Contact us for a consultation today!

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