

## Turn your salespeople into stars by following Pi Industries' top 3 tips

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Manchester-based event marketing experts [Pi Industries](#) believe the best way to enhance sales performance is to develop motivating sales strategies. Pi Industries outline their top 3 tips to creating a successful force of sales stars.

At Pi Industries they believe the best way to develop sales people into stars is to motivate them into enhancing their performance and commitment. The firm pride themselves on their ability to assist people to bolster their skill set and develop both personally and professionally by hosting optional workshops and seminars. The firm's seminars provide a greater insight into the inner workings of Pi Industries and the workshops provide motivation and inspiration. People perform to the best of their abilities when they feel like they have opportunities to learn, grow and develop. This is what helps Pi Industries work with ambitious and talented individuals and provide first class results for their clients.

About Pi Industries: <http://www.piindustries.co.uk/>

Pi Industries have shared their 3 top tips for turning salespeople into stars.

### Setting targets

A set target provides a standard and something for people to aim for; without targets people can become complacent and lazy. The key to this is identifying the top performers from the middle and the bottom group and set each a different target.

### Always seeking new talent

Continuously adding to the sales force puts pressure on existing salespeople and stops them from getting complacent. They are forced to always perform to the best of their abilities and keep achieving good results; otherwise they will be replaced.

### Not capping commission

Capping commissions means that top performers will inevitably work up to the cap and stop. Money is a huge incentive, and not having a commission cap means that people have the ability to control what they make. The potential is limitless and therefore a massive incentive for people to work to a consistently high level.

Although still a relatively young company, only being in business for a few months, Pi Industries have already garnered recognition for their ability to increase sales for a range of clients in different industries. At Pi Industries they use event marketing campaigns to make personal connections with consumers. Their direct and personalised approach allows them to build brand loyalty, increase customer acquisition and raise brand awareness. At Pi Industries they prepare their sales contractors with all of the relevant product knowledge so they are able to represent their clients with total confidence, professionalism and transparency. The firm's confident sales contractors are able to encourage consumers to have confidence in the brand, which encourages more sales.

Pi industries are encouraging companies to implement these tips in order to achieve maximum results from their sales force and help to turn salespeople into sales stars.

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