



Motivating Without Money-Cashless Ways to Stimulate Maximum Results, Raise Morale, and Reduce Turnover With Your Telephone Sales and Service Personnel

Dave Worman

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Cash is king, right? You need to write a check in order to motivate your sales reps, right? WRONG! In this book, Dave Worman shows you the 17 Steps to maximum motivation that have nothing to do with raises, bonus checks, or handing out greenbacks.

That's right. In this 200-page book, you'll get the proven, step-by-step details for dramatically, and immediately improving attitude and morale, increasing productivity, reducing turnover, and ultimately building a happier, healthier sales and/or service environment.

Here's more of what you'll get in *Motivating Without Money*.

Why you should replace your bonus dollars with a cashless program and how to set it up.

What needs to be included in your training programs to turn them into ongoing motivation.

Why time off motivates your employees more than anything else and how to structure programs to utilize it.

How to develop and run theme contests and what to include that will guarantee motivational success.

Why employee recognition is so important to your people and some innovative, fun ideas and programs to applaud your employees.

What Dave's secret motivational weapon is and how to effectively use it.

How to use additional responsibility as a motivational tool.

How dealing with stress in your workplace can actually be stimulating to your people.

Where you can purchase some of Dave's unique Motivational materials and resources for awards.

Many more ideas, tips, programs, and solutions to tap into the motivational levels money cant buy.

Look At What Others Are Saying

"Dave's ideas on how to motivate employees without money are so creative, easy to implement, and effective! Every company with telephone personnel needs this book." Jerry Green, Regional Manager, Ricoh Corporation

"Dave kills the notion that the fastest way to improve performance is with money. With his proven approach, the payoff is dramatic, with increased sales results, employee retention, and having fun on the job!" Ted Buck, Vice President, Orr Safety Corporation

"If you want to run a successful call center there are lots of things that are nice to have, but there are three things you MUST HAVE: Phones, People and Dave Worman's book 'Motivating Without Money'." Dale Nabors V.P. Telemarketing, The Dwyer Group

You don't need cash to motivate your people. Invest in this book and you, your people, and finance department will be glad you did!

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Ana Lopez:

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Thomas Hodge:

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Deborah Anderson:

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