



An “I” in Communication

Communication is the key, both verbal and written. Communicate with your team members every day about what they’re doing, where they are in their individual goals and what they're thinking. You’d be amazed how motivating it is to employees to just ask them how things are going.

Discuss the overall goals of the company with your team members at least on a monthly basis. Dangle the carrot in front of them to remind them of what they're working toward; this will keep their motivation high.

Communication leads to understanding, appreciation and most importantly, happy team members. We know that happy team members perform - and score!

Managing teams takes attention, nurturing and skill. When it’s done right, you can expect a team that wins. Winning makes the game a lot more fun!

Make A Commitment: I will schedule regular meetings with my team or my Broker to make sure that I am on target to hit my goals.

Deadline: _____