

# 10X SALES MANAGER

WORKSHOP

Build a Sales Team That Performs Without You

## What Is This Workshop?

The **10X Sales Manager Workshop** is an intensive 2-day experience designed to **transform managers into high-performance leaders**. Whether you're building a new sales team or struggling to scale an existing one, this workshop gives you the **tools, structure, and systems** you need to lead with confidence and get consistent results.

## What You Will Learn?

### 1. What is a Manager?

The real role of a manager is not to manage tasks — it's to create results through people.

### 2. Day-to-Day Operations

How to structure your daily rhythm for visibility, control, and growth.

### 3. The Purpose of the 10X SALES MANAGER

Why this role is the most important engine in any sales-driven organization.

### 4. Requirements of a 10X Culture

Build a high-energy, winning environment that people want to be part of.

### 5. Key Performance Indicators (KPIs)

What to measure, how often, and how to track performance accurately.

### 6. Accountability Systems

The daily, weekly, and monthly structures that make sure everyone delivers.

### 7. Recruiting

Where and how to find the right people with the hunger to win.

### 8. Hiring Process

Step-by-step flow to filter, interview, and select top performers.

### 9. Onboarding Process

How to get new hires productive FAST with a 30-60-90 day system.

### 10. Scripts

Provide your team with word-for-word sales scripts that close deals.

### 11. Scaling

How to grow from 3 to 30 reps — and keep culture and results strong.

### 12. Compensation Plan

Create pay plans that motivate and retain producers, not complainers.

### 13. 10X Targets

Set, track, and achieve massive sales goals that push your team to dominate.

## Who Should Attend?

- Sales Managers
- Business Owners with sales teams
- Team Leaders & Entrepreneurs
- Anyone building or fixing a sales team
- Anyone ready to lead and scale a winning sales team

## Certified By

**Gary Zambakjian**

10X Business Coach & Grant Cardone Licensee



10X BUSINESS  
COACH

## How To Join

Spots are limited.

Contact your sales rep or message us directly to reserve your seat.