



# **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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### **From reader reviews:**

#### **Brad Hawkes:**

Spent a free a chance to be fun activity to try and do! A lot of people spent their leisure time with their family, or their friends. Usually they accomplishing activity like watching television, likely to beach, or picnic inside the park. They actually doing ditto every week. Do you feel it? Do you wish to something different to fill your own personal free time/ holiday? May be reading a book may be option to fill your free time/ holiday. The first thing that you'll ask may be what kinds of guide that you should read. If you want to consider look for book, may be the guide untitled Motivating Without Money-Cashless Ways to Stimulate Maximum Results, Raise Morale, and Reduce Turnover With Your Telephone Sales and Service Personnel can be good book to read. May be it may be best activity to you.

#### **Jennifer McNab:**

This Motivating Without Money-Cashless Ways to Stimulate Maximum Results, Raise Morale, and Reduce Turnover With Your Telephone Sales and Service Personnel is great guide for you because the content and that is full of information for you who all always deal with world and have to make decision every minute. That book reveal it information accurately using great organize word or we can point out no rambling sentences in it. So if you are read this hurriedly you can have whole data in it. Doesn't mean it only provides you with straight forward sentences but challenging core information with beautiful delivering sentences. Having Motivating Without Money-Cashless Ways to Stimulate Maximum Results, Raise Morale, and Reduce Turnover With Your Telephone Sales and Service Personnel in your hand like keeping the world in your arm, information in it is not ridiculous I. We can say that no e-book that offer you world throughout ten or fifteen second right but this publication already do that. So , this is certainly good reading book. Hey there Mr. and Mrs. occupied do you still doubt in which?

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