

THE
FIRST-TIME
MANAGER



SALES

MIKE WEINBERG

Bestselling Author of *Sales Management. Simplified.*

A PDF COMPANION TO THE AUDIOBOOK

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YOUR NUMBER ONE JOB IS ENSURING THAT YOUR PEOPLE DO THEIR JOBS

BONUS RESOURCE

Watch a fifteen-minute video and download the free guide,
*The Fastest Way to Increase Accountability, Reduce
Complacency, and Create a High-Performance Sales Culture,*
at mikeweinberg.com/thefirsttimemanager

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YOUR SECOND MOST IMPORTANT JOB: HELPING YOUR PEOPLE DO THEIR JOBS BETTER

BONUS RESOURCE

Download a Precall Planning Checklist at
mikeweinberg.com/thefirsttimemanager

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BAD THINGS HAPPEN WHEN YOU ATTEMPT TO DO YOUR SALESPEOPLE'S JOBS

BONUS RESOURCE

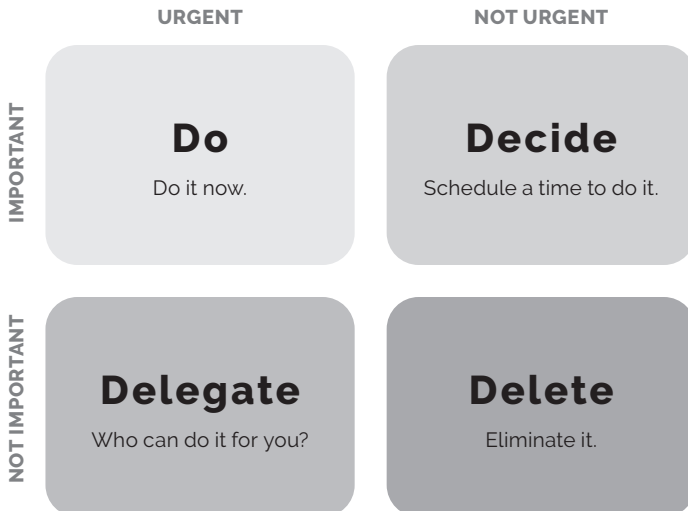
You can download the Sales Leader: Hero or Hero-Maker
Assessment from mikeweinberg.com/thefirsttimemanager

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SLOW DOWN TO SPEED UP YOUR RAMP-UP

THE EISENHOWER DECISION MATRIX



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SALES MANAGEMENT SUCCESS IS DRIVEN BY MASTERY OF THE FUNDAMENTALS, NOT FANCY TOYS AND TRICKS

BONUS RESOURCE

There are more resources, including my blog,
at mikeweinberg.com; and feel free to connect with
me on social channels at [@mike_weinberg](https://twitter.com/mike_weinberg).
I would love to track with your future success.