

# PLSTips.com Week #11: “How To Motivate A Lazy Team”

CONTENT CREATED BY MANNY LOPEZ | [www.PLSTips.com](http://www.PLSTips.com) (Official Power Lead System training URL)

[PLSTipsWithManny@Gmail.com](mailto:PLSTipsWithManny@Gmail.com)

*Here's some great techniques I use to help motivate some of the team members I have that get a little lazy:*

**1. Hear their side:**

If you have a lazy team member that is NOT producing, there's something distracting them. Find out what that is and offer a place of open communication. If a team member feels they can confide in you, they'll come to you when needing a little more focus.

**2. Work their passion:**

No one is motivated unless they have something to be motivated about. Find out their passion and develop a way for them to stay focused on what you need them to do while they get one step closer to that goal.

**3. Get competitive:**

When you are in direct sales, competition is exciting. Create a unique way to get motivated by incentivizing your team. It doesn't always have to be monetary value. Get creative and resourceful to things that don't have out of pocket expenses, like coaching sessions or “loser has to...” kind of stuff. Make it fun!

**4. Create a Facebook Group:**

A great way to keep your team motivated would be to create a team Facebook group. Everyone on the team is in it and they can post their latest strategies and tips that have been working for them. Also a way to spread motivational messages.

**5. Morning Motivational Texts / Emails:**

Each morning, a select few on my team I know needs an extra kick in their day, I'll send them a morning text message with a motivational quote. Make sure to share text motivationals DIRECTLY! Do not mass message. It loses the personal touch. You want your team member to feel you are helping them directly.

**6. Find a common hobby:**

People tend to work harder for people they care about. Become a friend to your team members. A little investment in time can go a long way. Just a simple phone call out of the blue to see how they are doing can do wonders! You never know when you reach out to someone that really needed it that day. Find something in common that you both could participate in. Maybe it's just an online game from your cell phone, maybe fantasy sports, who knows. Just find something you both can relate to.

**7. Break bread together:**

Hey, I know some of your team members are across the globe, but for the ones that are local, have a lunch, dinner, or at least tea / coffee to get to learn about your team members. Time is the most valuable thing you can give someone. It's a lot harder to cancel on someone you've had over for dinner, right?

**8. Weekly coaching / training / conference calls:**

New agents or low producing agents want to see that they have a support system in place to help them grow or get them to where they need to be. Be that system. Host weekly coachings or trainings, put together conference calls. Even if it's just for getting people excited about the opportunity again. You can also use these as a great lead generation source.

Well there you have it! 8 different strategies on how to motivate your lazy team! Reach out to me on Facebook a be my friend!

<https://www.facebook.com/MannyLopez888>

Connect with you soon!