

# Out of the Office But Still In the Game

**Coloring Book!**

Sales ~~Playbook~~ for Successfully  
Managing a 100% Remote Sales Team



people.ai

Play 1

Stay close to your reps, even when  
they're far away



Play 2

# Identify your A Players



Play 3

# Reward your A Players



Play 4

# Keep your people motivated and focused



# Don't let vital intel walk out the door



# Make the most of your resources



Kids are  
people.ai  
too!



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