



Making Millions in Direct Sales: The 8 Essential Activities Direct Sales Managers Must Do Every Day to Build a Successful Team and Earn More Money

Michael Malaghan

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A direct sales superstar offers his tips on how to manage and grow quotabusting sales teams

One of today's fastest-growing enterprise sectors, direct sales employs 10 million people. Of that number, 2 million are managers. The most respected name in the business and a living legend, Michael Malaghan has done more than \$2 billion worth of direct sales business over the past decade. In *Making Millions in Direct Sales*, he shares what he knows about assembling, managing, and motivating supercharged sales teams. Managers and those who aspire to become managers learn:

- Eight essential activities every direct sales manager must master
- 14 great motivators every sales manager should know
- How to combine sales contents and commissions in a unified motivational system

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