

# Webinar: Hire, Manage and Motivate Millennials

written by Lauri Moon | May 11, 2018

Most leaders can relate to these statements:

- Are looking to dramatically improve their processes for hiring and recruiting younger sales talent.
- Have had enough of lackluster, under-motivated teams and too much turnover.
- Want to better understand and communicate with other generation.

Learn from the experts and gain access to the information you need to create a sales process that will motivate, coach and develop Millennials.

## Speakers

L'areal Lipkins is a Millennial and a certified Sandler trainer in Dallas, TX, where she specializes in helping companies recruit top Millennial sales talent as well as create processes and strategies that motivate and retain them in the business.

Mike Montague, VP of Sandler Online Learning & Development shares his knowledge and expertise by way of social media and other avenues with quality content and resources designed for sales professionals and managers all over the globe. He is also an accomplished writer, contributing to the Sandler book, LinkedIn The Sandler Way, business magazines, and the Sandler Blog.

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