Why Some Sales Teams Love Mondays… and Others End Up in the RIP Zone

If you've been in sales leadership long enough, you already know this truth:

Monday morning exposes everything.

Some managers walk in smiling, because the numbers are lining up.
Others walk in bracing for the post-mortem, the weekly *RIP for the pipeline*.

This is the heart of any sales team performance review.

It's not about spreadsheets, dashboards, or colourful charts. It's about people — and whether they walked into the week with discipline or drift.

Two Teams, One Monday

I've coached teams where Monday feels like a launchpad, reps arrive with energy, clarity, and a plan.
And I've coached teams where Monday feels like a funeral service for last week's excuses.

Here's the difference:
Some reps show up ready to create new conversations.
Some show up waiting for the phone to ring.

You already know which group drives your revenue.

The One Question That Tells You Everything

If 20–30% of your team consistently underperforms, try asking this simple prospecting question:

"Walk me through your plan for creating new conversations this week."

That's it. No pressure, no complicated framework, no interrogation.

This single question does three powerful things:

1. It reveals their process.

If there’s structure, they’ll show it.

If there’s no structure, you’ll see the blank stare instantly.

2. It reveals their initiative.

My favourite part.

High-potential reps speak proactively , they’ve already mapped out their activity.

Low-potential reps speak reactively, they talk about what they’re *waiting* for.

3. It reveals their problem-solving ability.

Great reps lay out a clear path.

Strugglers drift into excuses, deflections, or vague “I’ll try to make some calls” lines.

Why This Matters More Than Ever

Sales is a performance business. Always has been.

But today’s environment, remote selling, distracted buyers, tighter competition — means that personal accountability is everything.

Your Monday question isn’t just a check-in.

It’s a reset button.

A calibration.

A chance to help your team own their week before the week owns them.

How to Make It Part of Your Rhythm

Start every Monday with it.

Ask it 1-on-1 or in team meetings.

Listen for clarity, ownership, and forward motion.

Coach on gaps immediately — don’t wait until Friday.

Small question.

Big shift.

And it works every single time.

Have a great week selling your stuff.

— Mike Managers and Sales Directors Love Monday mornings!

Well, some do and some don’t, the week in review, or RIP for some.

For some, it’s going to be a great review. For some, it’s going to be RIP.

Reps are insufficient and simply not performing. What’s RIP in today’s sales world?

You have some team members who wait for leads, quickly lose focus, and need constant pushing.

If you are in that world for 20% 30 % of your team, ask this prospecting question: “W□□□ □□ □□□□□□□ □□□□ □□□□ □□□ □□□□□□□□ □□□ □□□□□□□□□□□□□ □□□□ □□□□.”

Here is the takeaway: It does three things for you.

It reveals their process. If there’s no structure, you see it instantly.

It reveals their initiative- □□ □□□□□□□□□

High-potential reps talk proactively.

Low-potential reps talk reactively.

It reveals their problem-solving ability.

They’ll either give you a clear path, or they’ll drift into excuses.

Sales is a performance business, nothing more, nothing less.

Have a great week selling your stuff.

Mike