

VIRTUAL SALES PERFORMANCE SOLUTIONS OVERVIEW

**Sales Leadership**

Solution	Description	Virtual Class Live Online	Virtual Self-Paced Online
<p>Sales Accelerator Modules</p> <ul style="list-style-type: none"> <li>▪ Coaching a mid-level performer to become a high performer</li> <li>▪ Forecasting sales</li> <li>▪ High-potential prospecting</li> <li>▪ Setting meaningful expectations</li> <li>▪ Understanding behavioral styles</li> </ul>	<p>Based on 20 years of research, this modular, virtual experience quickly prepares sales leaders with the set of skills needed to succeed in those important moments in leading a sales team. Each one hour session includes a variety of pragmatic tools, learning, application, assessments and coaching accelerators.</p>	X	
1 <sup>st</sup> 90 Selling	<p>Protect revenue and maintain relationships in our new reality. Keep customers engaged, focused, and inspired. Add value in the midst of change by developing key habits that will help you sell in a virtual environment. Program description In times of crisis such as today’s pandemic, sales professionals are rarely provided a handbook to help them decode the secrets for selling virtually. How do you find ways to add value, both personally and organizationally? How do you continue to follow the practices and processes of great salespeople, in a virtual world? How do you maintain customer intimacy in light of forced distancing?</p>		X
Rapid Learning Video Series	<p>Rapid Learning for Sales is a series of 122 modules for learning in the flow of work. Create a journey focused on organizational leadership needs or provide them for self-study. These quick 5 – 7 minute videos help leaders apply proven, researched concepts to effectively leading sales teams.</p>	X	X
Multipliers	<p>The Multipliers Simulation enables leaders to become “Multipliers”, reduce accidental diminishers and create a culture in which people contribute their best thinking. It is based on the best-selling book, Multipliers: How the Best Leaders Make Everyone Smarter, by Liz Wiseman.</p>	x	

Development Need	Solution	Description	Virtual Class Live Online	Virtual Self-paced Online
Selling Virtually	1 <sup>st</sup> 90 Selling Virtually	1 <sup>st</sup> 90 Mobile App will help sales professionals to develop critical habits in selling virtually. They will focus on keeping customers engaged, focused, and inspired, as well as, protecting revenue and maintaining relationships in our new reality.		X
Sale Effectiveness  All Sales Accelerator modules	Conducting a business review	Based on 20 years of research, this modular, virtual experience quickly prepares sales professionals to succeed in important moments throughout the sales cycle. Each one-hour session includes a variety of pragmatic tools, learning, application, assessments and coaching accelerators.	X	
	Conducting a demo Cross-selling, Developing a territory plan		X	
	Developing an account strategy		X	
	Engaging an executive		X	
	Initial negotiation		X	
	Planning your week		X	
	Prioritizing accounts and opportunities		X	
	Resolving a customer problem		X	
	Resolving objections		X	
	Sharing an insight		X	
	Time-constrained discovery		X	
	Up-selling		X	
	Rapid Learning Video Series	Rapid Learning for Sales is a series of 122 modules for learning in the flow of work. Create a journey focused on organizational leadership needs or provide them for self-study. These quick 5 – 7 minute videos help sales professionals apply proven, researched concepts to effectively executing the sales cycle.	X	X

Customer Understanding	Winning in Business	Winning in Business is a four-hour digital simulation that puts leaders in the driver's seat of a virtual company. In the simulation, leaders compete to construct and run the most profitable and sustainable company in an evolving marketplace. Leaders will develop the skills they need to increase performance and help your organization to gain a competitive edge.	X	X
Business Acumen	Know the Business	Designed to drive financial understanding by combining finance-related topics and engaging multimedia elements via computer, tablet or mobile device, Know the Business enables all leaders to make sound business decisions that drive bottom line results.		X
Sales Development Assessment	GrowthPlay Talent Audit	Each development report highlights an individual's strengths and motivations. Results allow salespeople and their managers to have conversations that maximize engagement and performance. Reports help sales professionals to gain insights regarding natural aptitude for different sales roles, learn about personal motivations, recognize blind spots and uncover ways to leverage strength to succeed.		X

### Individual Contributor Development

Development Need	Solution	Description	Virtual Class Live Online	Virtual Self-paced Online
Business Acumen	Know the Business	Designed to drive financial understanding by combining finance-related topics and engaging multimedia elements via computer, tablet or mobile device, Know the Business enables all users to make sound business decisions that drive bottom line results.		X
Emotional Intelligence	BlueEQ	Team members assess their Emotional Intelligence, develop a personal improvement plan and identify how they impact the team's psychological safety. These changes will drive innovation, creativity, engagement and job satisfaction of the team.	X	
Influence	Influence Inside	Influence Inside helps team members develop the ability to sell their ideas and influence others without positional authority.	X	X

Team	Contributing as a Multiplier	Contributing as a Multiplier Simulation enables participants to enhance their ability to draw out the intelligence of their peers and manager, while learning how to respond to diminishing environments. The simulation is based on the best-selling book, Multipliers: How the Best Leaders Make Everyone Smarter, by Liz Wiseman.	X	
Career Development	Accelerate Me	Accelerate Me puts emerging professionals in the DRIVER'S seat of their own career path. Through a unique blend of classroom learning, 360 degree feedback and small group "Mentor Circles", the AccelerateME™ program enables emerging professionals to <b>Own</b> their career development, see unique career opportunities, get feedback and embrace their current role.	X	