

## COURSE SUMMARY 2017



<b>Course Name</b>	MSI Action Group Sales Fundamentals Training Delivered by MSI Action Group Trainers, lead by head trainer Cheryl Dyck
<b>Platform</b>	Blended (Online Instruction, classroom/workshop Interactive)
<b>Duration</b>	24 hours Delivered in 7 segments – 5 workshop sessions, 1 online and 1 individual training sessions
<b>Schedule</b>	START Date to END Date (Classes start CLASS START Date)
<b>Certification</b>	Participant attending and completing this program will receive MSI Action Group Training Certificate.
<b>Type of Training</b>	The course is designed to help the participants to develop the skills required to be higher performing sales team members. They will learn how about their personality and its impact on their own behaviours, how to identify the personality and behaviours in those that you interact with, how to build strong communication skills, strong activity management, how to effectively set and reach goals and targets, and what is required for an effective sales process, intake process and conversion to increase success and build revenue for the organization.
<b>Skills to be Learned &amp; Training Outcomes</b>	<p>Development of leadership and management skills</p> <p>Teach sales team members to develop and achieve goals and get results</p> <p>Development of self - management skills, including tasks management, scheduling, prioritization and goal setting.</p> <p>Develop strong communication skills</p> <p>Develop a strong foundation to the sales process and intake process</p> <p>Develop sales packages that get results</p> <p>Develop an understand of personality of self and others and how to use this understanding when communicating and working with others</p>
<b>Investment</b>	<p>CDN \$ 1750 per employee (Including GST)</p> <p>** Travel expenses for trainers is charged separately</p> <p>CDN \$ 1750 * 1 Employee = \$1,750.00 (Including GST)</p>