



TRAINING OPTIONS

SALES ACADEMY

- 3½ days
- Sales skills training
- Product training
- Lecture
- Group exercises
- Role-Play
- Testing
- Multiple dealer sales representatives
- Springfield, Missouri location

SALES SKILLS

- 1 day
- Lecture
- Group exercises
- Role-Play
- Testing
- Multiple dealer sales representatives
- Regional location

UPSELLING

- ½ day
- Lecture
- Testing
- Single dealer
- Your location



Sales Excellence Training Program

Your employees are the backbone of your business. Whether they install, service, monitor, market or sell... your profits depend on their competency. To enhance your team's sales skills and add value to your customers, DMP is offering several new opportunities.

WHO SHOULD ATTEND

DMP Dealer sales consultants who:

- are new to the industry
- sell in the residential and/or small commercial space
- want to improve their close rate on transactional selling
- are looking to sharpen their selling skills and DMP product feature knowledge

Sales managers may also wish to attend to learn sales processes and techniques for incorporating into their own selling program.



SALES ACADEMY

Whether you're in commercial or residential sales, this class is designed to "give you the words to say" when speaking to prospective customers. In addition to learning sales skills that will last a lifetime, each attendee also receives a workbook and a set of skills cards which will be valuable resources for years to come. A backpack, jacket, and challenge coin will be given to each student to commemorate taking the class. Each person who passes the test gets a certificate to recognize their accomplishment.



Visit Events.DMP.com to register for Sales Academy.

SALES SKILLS

This is an abbreviated version of Sales Academy with less role-play, product knowledge and sales skills training, and more time to give each salesperson an opportunity to learn from other sales professionals in addition to sales and product training. Attendees receive a valuable training workbook. Plus each attendee is tested and receives a certificate of completion. It is truly a fun, motivational and rewarding experience.

UPSELLING

This class teaches a methodology to generate leads and self-generate sales through value, exceptional customer service, integrity and professionalism. It's one of the best ways to generate new business leads while making money. Whether you're in residential or commercial sales, this class is for you if you're looking for ways to fortify your business with existing customers. Attendees receive a valuable training workbook. Plus each attendee is tested and receives a certificate of completion.

