

Is a High Performing Sales Team Essential to Your Business Success?

After 30 years of helping entrepreneurs build sales teams it is clear: traditional sales training approaches don't work when it comes to building high performing teams.

Why? Because the goal of sales training is behaviour change, and that takes time, but most training is done via episodic sales training workshops and seminars. These events last anywhere from a day to a week, but that is not long enough to translate the skills taught into the habits of success: 90% of what is learned is forgotten back on the job.

Sales CoPilot uses modern technologies to extend the learning experience and solve the problem:

- Gamified Sales Learning System called Momentum
- Cloud Based Deployment
- Expert Coaching via Videoconference calls in small private groups

This provides the following benefits:

- Gamification is the leading approach in adult learning: *new skills will be acquired.*
- Participants progress through mission based sales simulations for 6, 12, 24 months: *long enough to form new habits.*
- Participants complete a mission every two weeks via a cloud based portal: *flexible self-directed access.*
- These missions are supported with a video conference coaching call to reinforce the learning: *behaviour change is now possible.*
- Participants get feedback and support using the program's skills in their current opportunities: *improved sales results.*
- Participants are scored as they progress through the program and management receives reports: *talent validation.*

Learning



Coaching



Sales CoPilot Academy is an innovative approach to building High Performing Sales Teams and it is a made in Canada solution.

Fees are \$2,086 per sales person per 6-month program for AceTech Members

Next Steps

- Free one hour sales strategy briefing for your business.