

SOCIAL SELLING TRAINING ROADMAP

10 STEPS TO SUCCESS



1 TAILOR CONTENT

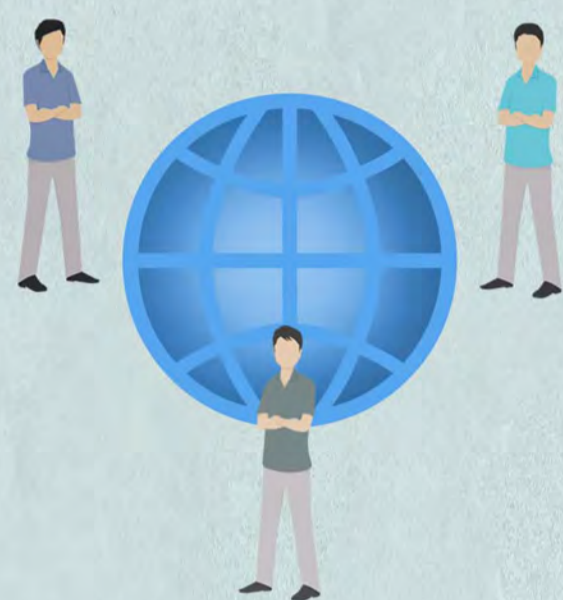
Based on your sales goals & learning objectives.

1

2 E-LEARNING PRE-WORK

Success stories from sales reps around the world.

2



3 MANAGEMENT TRAINING – 1 HOUR

Solidify KPIs, adoption and scalability with your company.

3



4 SOCIAL SELLING KICK-OFF

Present Tips, Tricks and Tactics to get sales reps excited.

4



5 LEARNING MANAGEMENT SYSTEM (LMS)

Sales reps gain access to the world's largest Social Selling training curriculum.

5



6 INSTRUCTOR-DRIVEN TRAINING SYSTEM

- Sales reps learn from up to 20 Modules
- Each module is 1 hour
- Modules trained at your speed

6



7 POST INSTRUCTOR TRAINING – LEVERAGE LMS

Sales reps access 100's of videos, guides, workbooks and quizzes to create greater adoption.

7



8 LMS CAPTURES KPI METRICS

- Network Growth
- Content Engagement
- Sales Opportunities
- New Business

8



9 SALES TEAM CREATES OPPORTUNITIES & WINS!

Your sales team executes on their new Social Selling learnings. These activities translate into wins.

9



10 CERTIFICATION

Certified sales team. Social Selling Machine!

10

