



**Clever Mukori**

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# **Boosting Profitability With Customized Sales Training**

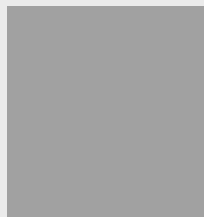


# What to Expect Today

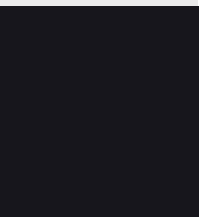
Boosting  
Profitability  
With  
Sales Training



Demo of  
Learn Or Teach  
Platform



Q & A





"Sales training can turn a mediocre performer into a high performer and a good performer into a great performer. It directly impacts profitability by increasing revenue and maximizing potential."

*-Zig Ziglar*





## Sales Training, A Value or an Expense?

**Are you...**

- Providing training with follow-up?
- Presenting training as a role-based requirement?
- Providing training that simply reviews learner knowledge without providing growth?





## Training is NOT an info dump

### Training is...

- A growth opportunity
- Long term process, not an event
- Best delivered in bite sized chunks that build on each other



## **Active participation**

### **Participants must...**

- Be challenged
- Receive training that expands capabilities
- Learn theory but put it into practical application



## **Practice makes perfect** **Leadership must...**

- Be directly involved in putting training to practice
- Directly observe sales people putting training to practice
- Provide constant feedback, performance discussions, and skill development.





## Ongoing and Capitalized Is your organization...

- Looking at training as an expense and not an investment?
- Committed to an on-going investment in training?
- Continually focused on putting training into practice?





## **IMPROVED SALES PERFORMANCE**

Sales training can equip sales teams with the necessary skills and techniques to improve their performance, resulting in increased sales and revenue for the business.



## **HIGHER VALUE CUSTOMER RELATIONSHIPS**

Sales training can teach salespeople how to effectively communicate and build relationships with customers, leading to improved customer satisfaction and loyalty.



## **INCREASED CONFIDENCE AND MOTIVATION**

Sales training can boost salespeople's confidence and motivation by providing them with the knowledge and skills they need to succeed.

## **IMPROVED PRODUCTIVITY**

Sales training can teach sales professionals how to prioritize their time and focus on high-value activities, leading to improved productivity and efficiency.



## **BETTER UNDERSTANDING OF THE SALES PROCESS AND EXPECTED OUTCOMES**

Sales training can help salespeople understand the entire sales process, from prospecting to closing, leading to better decision-making and improved outcomes.

## **COMPETITIVE ADVANTAGE**

Sales training can give businesses a competitive advantage by equipping their sales team with the skills and knowledge necessary to outperform their competitors.



## **REDUCED TURNOVER**

Sales training can help retain top sales talent by providing ongoing development opportunities, leading to higher employee satisfaction and retention.





# Q & A



# Learn Or Teach

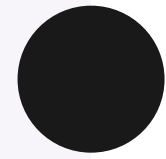
We create custom courses and provide a corporate LMS that is easy to use.



# Our Product

Learn Or Teach is a full service corporate training provider.

Our custom course creation offering and holistic LMS platform saves time, costs, and integrates with key business applications.



# Competitive Advantages

## Advantage 1

Learn Or Teach is a one-stop training shop covering course creation, as well as LMS hosting and delivery.

## Advantage 2

We offer API integrations with critical enterprise applications such as Dynamics, Salesforce, and Hubspot.

## Advantage 3

We offer extremely simple automated reporting, assessments, and certifications that can be used to prove ROI to key stakeholders.







# Live Product Demo



# Q & A



# Thank You

## Contact Us

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