

## ZOOMSELLING™ Support Training for Managers

**Customized support training for managers** is available for every ZoomSelling™ rep training program. The impact of manager support training in terms of maximizing the overall training R.O.I. cannot be overstated. Support training provides managers with the skills and specialized tools they need to insure that the level of proficiency attained during rep ZoomSelling™ training is maintained in the field.

Manager support training is available for all of the following:

- ZoomSelling™ System Training (any customized system)

### **Stand-Alone Modules**

- Territory Plan Development<sup>©</sup>
- Prospecting: Search & Rescue<sup>©</sup>
- The Sales Cycle Lab™
- Breaking Competitive Accounts<sup>©</sup>
- Selling Within the Bid Process<sup>©</sup>
- Negotiating to Win-Win<sup>©</sup>
- Making Effective Presentations<sup>©</sup>
- Defending the Business<sup>©</sup>

### **COACHING-LEADERSHIP-HIRING**

The following subject-specific training programs are designed to help sales managers develop and increase proficiency in a number of critical management areas.

- Measure-Manage-Motivate<sup>©</sup>
- Conducting Effective Rollups<sup>©</sup>
- Hiring to Win<sup>©</sup>

All of our training programs are structured for interactive, hands-on participation from beginning-to-end. Video and audio components along with case studies are used to support individual and group exercises. Reinforcement training is available and always recommended.



**Hundreds of Companies  
Thousands of Success Stories**

**AT&T FedEx GE Shell  
Suntory Case Corp Canon  
NCH Bristol-Myers Squibb  
Pioneer Volvo Interface  
Buckman CSM Jamison  
Reliance Aquapure JCB  
DS Waters IP Mack Trucks  
Marubeni ...and many more.**

### **Coaching-Leadership-Hiring**

Measure-Manage-Motivate<sup>©</sup>  
Conducting Effective Rollups<sup>©</sup>  
Hiring to Win<sup>©</sup>