

# The Sales Training System



## Prepare for Change

- Ensure that your training content will get results
- Design a great learning experience
- Engage, enable, and empower frontline sales managers

## Guide the Change

- Learn: Train the content, validate learning occurred
- Remember: Sustain the knowledge
- Practice: Develop skills (practice with expert feedback loops)
- Apply: Transfer and apply skills on the job
- Master: Coach to mastery over time

## Cement the Change

- Get metrics and measures in place
- Manage to behavior and performance expectations
- Lead and manage the change until it cements in the culture

# Frontline Sales Training Manual

**Minjie Lin**



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