## Training Manual

## Company Overview

IK SPRESHON. is the onomatopoeia for the term expression, which defines our company as expressing innovation with contemporary style. IK SPRESHON, pride ourselves on crafting the latest trend styles by shaping our brand from the very best materials from around the globe. Each year we launch a new product line, inspired from the materials used from various cultures. From this, we craft a specialised number of products that provide the highest of quality.

What separates IK'SPRESHON, is the way we manufacture and specialise our designs. Our product style changes year to year and our unique process allows us to create furniture that is always in trend. Our finishing and production method guarantees the highest level of quality, all while offering a valued product for consumers.

Today, IK'SPRESHON, furniture is sold in over 50 independent retail chains within 11 countries. With countless awards won, IK'SPRESHON, endeavor to grow and express our product as the premium furniture trend brand.

#### Our Vision

Our vision is to create furniture that is an expression of contemporary trend styles for a mass market. This motivates us to constantly create new product portfolios and increase demand for IK SPRESHON. Coupled with our strategic manufacturing process, we strive to offer a high-quality merchandise that is admired by our customers.

#### Our History

The story of IK'SPRESHON, began in the Netherlands, Amsterdam, in 1986. At the time, our founder Finn Bakker was working as an architect for a small firm. Always having an eye for interior design, Finn was fed up with the lack of styles that expressed the trends at the time. He had the vision to combine the latest style trends with modern furniture manufacturing, crafting an affordable product at high quality. In 1987 IK'SPRESHON, launched with Finn's first product line of arm chairs and side tables.

Since then many milestones have been achieved, and we're excited for the future.

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	1989	1994	2001	200	2004	2009	2016	I
Founded	Expands to Spain, haly France, UK and Germa	Amsterdam Business Award in Product Design	European Product Design Award	Manufacturing re- allocates for mass production	Expands to North America	Expands to Japan	Expands to Australia	

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IK'SPRESHON. Sales Training Manual Version 2.5

# **Direct Sales Training Manual**

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## **Table of Contents Direct Sales Training Manual**

- 1. Understanding the eBook Direct Sales Training Manual
  - The Rise of Digital Reading Direct Sales Training Manual
  - o Advantages of eBooks Over Traditional Books
- 2. Identifying Direct Sales Training Manual
  - Exploring Different Genres
  - Considering Fiction vs. Non-Fiction
  - Determining Your Reading Goals
- 3. Choosing the Right eBook Platform
  - Popular eBook Platforms
  - Features to Look for in an Direct Sales Training Manual
  - User-Friendly Interface
- 4. Exploring eBook Recommendations from Direct Sales Training Manual
  - Personalized Recommendations
  - Direct Sales Training Manual User Reviews and Ratings

- Direct Sales Training Manual and Bestseller Lists
- 5. Accessing Direct Sales Training Manual Free and Paid eBooks
  - Direct Sales Training Manual Public Domain eBooks
  - Direct Sales Training Manual eBook Subscription Services
  - Direct Sales Training Manual Budget-Friendly Options
- 6. Navigating Direct Sales Training Manual eBook Formats
  - o ePub, PDF, MOBI, and More
  - Direct Sales Training Manual Compatibility with Devices
  - Direct Sales Training Manual Enhanced eBook Features
- 7. Enhancing Your Reading Experience
  - Adjustable Fonts and Text Sizes of Direct Sales Training Manual
  - Highlighting and Note-Taking Direct Sales Training Manual
  - Interactive Elements Direct Sales Training Manual
- 8. Staying Engaged with Direct Sales Training Manual
  - o Joining Online Reading Communities
  - Participating in Virtual Book Clubs
  - Following Authors and Publishers Direct Sales Training Manual
- 9. Balancing eBooks and Physical Books Direct Sales Training Manual
  - Benefits of a Digital Library
  - Creating a Diverse Reading Collection Direct Sales Training Manual
- 10. Overcoming Reading Challenges
  - Dealing with Digital Eye Strain
  - Minimizing Distractions
  - Managing Screen Time
- 11. Cultivating a Reading Routine Direct Sales Training Manual
  - Setting Reading Goals Direct Sales Training Manual
  - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Direct Sales Training Manual
  - Fact-Checking eBook Content of Direct Sales Training Manual
  - Distinguishing Credible Sources

- 13. Promoting Lifelong Learning
  - Utilizing eBooks for Skill Development
  - Exploring Educational eBooks
- 14. Embracing eBook Trends
  - Integration of Multimedia Elements
  - Interactive and Gamified eBooks

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