

CONTINUOUS LEARNING PROGRAM



UPSKILL YOUR SALES TEAM TO MAXIMIZE PERFORMANCE

Fuel Sales Impact, Quarter After Quarter

After your team has hit their initial goals, it's important to ensure results are maintained and your team's knowledge continues to expand throughout the year. This program is impactful because it provides individual learners with consistent checkpoints to hone and apply advanced knowledge, skills and tools in daily sales activities.

Implementing the Continuous Learning Program enables sales organizations to:

- Sustain sales impact and achieve true proficiency, while minimizing learning fatigue
- Provide further adoption support and training for sales management and enablement teams
- Retain the methodology and build on your foundation to fuel transformation
- Hone advanced skills and expand on initial training topics to improve long-term sales effectiveness and results

How it Works

The Continuous Learning Program is designed to be a natural addition to an individual's learning journey to fuel proficiency, behavioral change and front-line sales impact. It gives them a way to deepen their knowledge and adopt skills that go beyond Force Management's initial training and the Fast Start Reinforcement Program.

We provide your sales organization with an ongoing learning solution that blends personal eLearning and live instructor-led sessions with Force Management's facilitators. This program also supports and develops sales managers as they reinforce the methodology.

What it Includes:

- Access to higher-level, custom learning paths within Ascender Plus®
- Virtual, instructor-led sessions that reinforce and expand on advanced learning concepts
- New sales collateral and content for individuals and sales management

Customized, Advanced-Learning Concepts

This program is tailored to fit your organization's ongoing needs and reinforce the learning journey to deliver measurable results.

The program is offered on a quarterly basis. You select the Continuous Learning Program bundles that are most relevant for your organization to upskill your sales team each quarter. Force Management will partner with you to recommend topics that best align with your initial training and provide opportunities to improve front-line execution.

