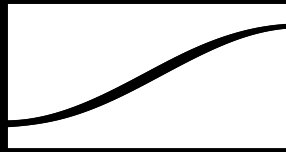


SFAGNA



SCHOOL OF SALES

POSITION TRAINING



Inside Sales Positions
Outside Sales Positions
Sales Support Positions

SPAGNA SCHOOL OF SALES

Provides position specific qualification training that prepares or advances individuals in the industry and position they are seeking, will be entering, or are currently employed.



WHO THIS SCHOOL IS FOR

- Individuals wanting to Qualify for the Position they are Seeking.
- Individuals wanting to Excel within their Company and Industry.
- Individuals wanting to Advance their Careers and Income.
- Companies wanting to Qualify their New-Hires.
- Companies wanting to Prepare their Newly Promoted Employees.
- Companies wanting to Prepare their Employees for Advancement.

Graduates will be Qualified for Immediate Placement in the Position and Industry they have Chosen and have been Trained.

INSIDE SALES

POSITION TRAINING



A salesperson's performance **ON-THE-LINE** depends heavily on the quality of the training they receive and how well prepared they are to handle the opportunities and challenges they face daily in their position, industry, and marketplace.

FORMAL INSTRUCTION INCLUDES

- All Phases of The Inside Sales Selling Process.
- New and Pre-Owned Product Sales Training.
- Luxury Hi-Line Market Sales Training.
- Commercial Market Sales Training.
- Special Finance Market Sales Training.
- Supplemental Product Enhancement Sales Training.

Students are Enrolled in Curriculums that will prepare them for the Industry and INSIDE SALES Position they are Seeking, Currently Employed, or being Promoted.

OUTSIDE SALES

POSITION TRAINING



A salesperson's performance **IN-THE-FIELD** depends heavily on the quality of the training they receive and how well prepared they are to handle the opportunities and challenges they face daily in their position, industry, and marketplace.

FORMAL INSTRUCTION INCLUDES

- All Phases of the Outside Sales Selling Process.
- Advertising and Promoting Yourself and Your Company.
- Customer Relationship Development Training.
- Market Segment Specific Sales Training.
- Supplemental Product Enhancement Sales Training.
- Business Partnership Development Training.

Students are Enrolled in Curriculums that will prepare them for the Industry and OUTSIDE SALES Position they are Seeking, Currently Employed, or being Promoted.

SALES SUPPORT

POSITION TRAINING



A company's selling success generating, maintaining, and retaining prospects and customers depends heavily on the quality of the training their sales support personnel receive and how well prepared they are to handle the challenges their position will present.

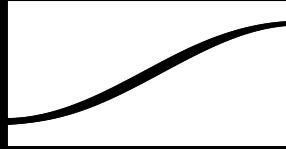
FORMAL INSTRUCTION INCLUDES

- Inbound Telephone and Internet Sales Support Training.
- Outbound Marketing and Lead Generation Training.
- Dormant and Orphaned Lead Regeneration Training.
- Prospect Follow-Up Sales Support Training.
- Existing Customer Remarketing Sales Training.
- Customer Care and Satisfaction Support Training.

Students are Enrolled in Curriculums that will prepare them for the Industry and SALES SUPPORT Position they are Seeking, Currently Employed, or being Promoted.

SFAGNA

Excellence Without Compromise™



**Take the Steps Required to
Become Your Best!**