

TRAINING SERVICES

Delivery

Delivery options that accommodate your specific needs.

You require flexible training solutions to achieve your business objectives. At Janek, we recognize this need and offer several training delivery options. Whether it's a global roll-out, multiple audiences and skill sets, or a long-term employee development plan, we can accommodate you and your organization.

The ability to be flexible with our delivery options is due to the caliber of our training facilitators. Our national team of experts is comprised of the best of the best – in fact, our average program facilitator has 16 years of direct sales experience. Their own, successful careers in sales translate to relevant delivery of real-world knowledge in a variety of industry verticals.

Instructor-Led Classroom

This classroom delivery option allows for a comprehensive learning environment equipped with role plays, case studies, group discussions and other interactive activities enabling participants to easily transfer new skills taught in the classroom to the real world.

Instructor-Led Online

Different from typical, self-paced e-learning environments, our online option is delivered by a live Janek facilitator, enabling participants to experience the same interactive group activities that they would in a physical classroom.

Train-the-Trainer (TTT)

Our Train-the-Trainer option will certify your internal training staff on the skills, processes, support tools, and methods necessary for the highest-quality ongoing, internal delivery.

Train-the-Trainer Certification Process

Step 1: Pre-Work & Virtual Review Sessions

Materials are sent and virtual review sessions are conducted in order to bring participant base knowledge to a certain level.

Step 2: Participation in Training Workshop

Attending a live, instructor-led delivery of the training program allows participants to experience the workshop through the lens of a "training participant."

Step 3: TTT Certification Process

This phase provides a deep dive into the course content, the psychology and research used to develop the methodologies, and the effective delivery of activities.

Step 4: Observation & Coaching

This final phase allows for live coaching and valuable feedback prior to the completion of the certification process.