



Janek Xpert™

## Sales Training Reinforcement, Reimagined

At Janek Performance Group we understand how critical it is to turn new skills into long lasting behaviors. To really make sales training stick, you'll need to implement an effective sales training reinforcement strategy with practical tools your sellers will use. Janek Xpert™ provides a radical new way to boost your sales force's success in just a few minutes per week.

**Janek Xpert™** has been tested and proven to increase sales training retention by up to 170% and is an app specifically developed for busy sales professionals.

### Gamification Is Key

Learners take three minutes every few days to complete a simple, scenario-based Q&A challenge on their tablet, smartphone, or computer to reinforce and apply key best practices learned during Janek workshops. This gamification approach harnesses your salespeople's competitive drive, resulting in strong user engagement, while real-time analytics and leaderboards keep you up to date on the learning and reinforcement progress of your team.

**Fact:** Without a proper training reinforcement initiative in place, up to 87% of new knowledge and skills learned in sales training will be lost within 90 days.

**Clinically Proven**

Studies show that sales reps, even those with extensive market and product training, will forget up to 87% of new information within just a few months.

Developed at Harvard, **Janek Xpert™** **Powered by Q-Stream** features a unique interval reinforcement methodology that overcomes this "forgetting curve," and is scientifically proven in dozens of randomized clinical trials to boost knowledge retention and the applications of skills on the job. With **Janex Xpert™**, your reps arrive at client calls prepared to drive customer buying decisions.



## How Janek Xpert™ Works:

- 1. Challenge:** Push Notifications alert your reps to short, scenario-based Q&A challenges that sync across devices and platforms.
- 2. Results:** Upon submitting an answer choice, reps instantly see the best response and how well they did.
- 3. Explanation:** Brief explanations offer links, graphics, videos, and other relevant media to ensure understanding and enhance learning.
- 4. Insight:** Managers have access to real-time response data, leaderboards, and recommended coaching actions.

## Analytics and Dashboards Help You Track Performance

**Janek Xpert™** analyzes response data in real-time, and our analytics engine provides you with performance dashboards and weekly email status reports, including recommended coaching actions. By giving managers ongoing insights into team strengths, **Janek Xpert™** helps proactively, consistently, and predictably identify gaps before that can negatively impact revenue performance.

## Ready to Get Started?

To schedule a private training for your organization visit [www.janek.com](http://www.janek.com) or call **800.979.0079** today.

## Benefits for Sales Reps

- Easy to access, anywhere, via any laptop, tablet, or smartphone
- Fast and effective, takes only a few minutes per day
- Keeps core messages and sales skills top of mind
- Gamification makes **Janek Xpert™** fun and engaging

## Benefits for Sales Managers

- Delivers real-time insight into the capabilities of any team
- Maximizes ROI of sales enablement and training investments
- Addresses targeted coaching opportunities and confidence indicators

## About Janek

Maximizing your sales performance is Janek's top priority.

Our trainers combine personal success as sales professionals with proven effectiveness as sales trainers. Meeting you where you are, we take you to where you want to be – with all the tools and strategies you need to reach your true potential.

To learn more about Janek and our training options, visit us online at [www.janek.com](http://www.janek.com).