

Virtual Instructor-Led Training

A modern delivery method, built for the complex world

Different from typical, self-paced e-learning environments, our online sales training option is delivered by a live Janek facilitator, enabling participants to experience the same level of interaction they would in a physical classroom, utilizing technology.



Key Features of Virtual Sales Training



Access a live classroom environment that enables facilitator and teams to communicate, providing instant feedback through real-time discussions



Immediate real-world application opportunities, coached and guided by a live facilitator, to enhance knowledge retention inbetween training sessions



Activities made for adult learning, such as breakout sessions, role-playing, white boarding, interactive polling and quizzes, charts, presentations on shared screen mode, and more



Strategically built for virtual engagement that have been tested to deliver highly-interactive workshops that enhances the digital environment



Lightweight and easy to use online interface combined with hardcopy workbooks, job aides, and detailed reference guides

Join a Virtual Workshop on any Device



Android iOS



PC Mac



Notebooks



Landline



Quick Facts

Perfect for

- Home Offices
- Remote Teams
- Mobile Workstations
- Virtual Collaboration

Workshop Length

- 1 - 4 hour sessions
- Spaced Learning

Available for programs

- Critical Selling[®] Skills
- Critical TeleSelling[®] Skills
- Critical Prospecting[™] Skills
- Critical Service & Sales[™] Skills
- Trade Show Selling[™]
- Critical Account Planning[™]
- Critical Sales Negotiations[™]
- TOPS[®] Reinforcement & Coaching
- Critical Sales Coaching[™] Skills
- Selling to the C-Suite[™]
- Selling Virtually[™]



Benefits of Virtual Sales Training

- **Freedom to train virtually** from any location; ideal for dispersed sales teams
- **Highly interactive and engaging training** with real-world case practice, role-play, discussions and other classroom-like activities
- **Eliminate off-site expenditures** such as travel, equipment or booking fees and planning needs
- **Adaptive microlearning**, an optional delivery of shorter, spaced-out sessions over longer periods of time
- **Same award-winning solutions**; highly relevant and tailored training programs you can expect with our In-Person, Instructor-Led Training



Maximize Your Investment

Leverage the full scope of Janek's solutions to drive immediate and long-term results.

- **Customization**
Let us adapt our training programs to your team's specific needs, industry, sales environment, and culture.
- **Measurement**
Validate training effectiveness in terms of performance improvement, business results, and ROI.
- **Reinforcement**
Take advantage of our turn-key and hands-on training reinforcement solutions.
- **Technology**
Use an innovative technology solution to reinforce training in a convenient and fun format.

How to Join a Workshop



1. Download Workshop Application

Our team will send over step-by-step onboarding instructions



2. Receive Materials in Mail

We will express ship your participant materials to each enrolled team member



3. Attend the Workshop

Attend the highly interactive and engaging training sessions virtually



4. Reinforce Selling Skills

After the training ends, you can optionally take advantage of our learning sustainment options

About Janek

Janek is an industry-leading, award-winning sales performance company. We service clients of all sizes, from startups to the Fortune 100, and have applied our proven methodology to diverse industries and verticals. Top executives turn to Janek for innovative solutions to their most daunting challenges.

With Janek, thinking is shifted from what you sell to how you sell. How aligns with the fundamental way buying and buyers have changed. How listens and learns to adapt. How differentiates. Bottom line: how results in more business, more often. It's time to rethink how.

Ready to get started?

To schedule training for your organization visit www.janek.com or call **800.979.0079**

Janek Performance Group
1887 Whitney Mesa Dr, #3075
Henderson, NV 89014

P 800.979.0079
F 800.979.0074
W www.janek.com