

How Top Performers Sell

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.

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.

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 **Janek Xpert™**, your reps arrive at client calls prepared to drive customer buying decisions.



Video Coaching that is Engaging and Non-Disruptive

Video coaching allows sales leaders, and training and enablement professionals, to view recorded responses to video scenarios presented within a Qstream challenge. These observations, when presented alongside knowledge and skills insights from Qstream's adaptive reinforcement algorithm, competency ratings, and CRM-sourced performance and productivity data, deliver the richest possible picture of your team's capabilities. We've extended this "minutes a day" approach to managers as well. From just one screen, managers can review the video, rate their reps' response for knowledge proficiency and confidence, and provide individualized feedback. Once the Manager assessment is complete, each rep receives a follow-on alert to review their scores, as well as any comments.



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.



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

"I love the opportunity to reflect on my learning at the training workshop while also practicing with my team in the field. The frequency of questions works for my schedule and having points awarded keeps me on my toes."

Holly Sherrard
 District Sales Manager, KAO

KAO
 SALON DIVISION

About Janek

Janek Performance Group is an industry-leading, award-winning sales performance company headquartered in Las Vegas, Nevada. Janek offers solutions in sales training, sales consulting, and talent management for companies of all sizes, from startups to Fortune 100. Janek is expertly positioned to advise and serve clients in planning, developing, implementing, and sustaining sales performance solutions that generate measurable results. Janek's portfolio of offerings span all modern selling situations, are research-based and purpose-built to enable salespeople, sales leaders, and their organizations to win more often.

Ready to get started?

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

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