

How Top Performers Sell

To really make sales training stick, implement an effective sales training reinforcement strategy with practical tools that your sellers will use. Janek Xpert™ provides a radical new way to boost your sales force's success with just a few minutes of reinforcement per week. Xpert has been tested and proven to increase sales training retention by up to 170%.

In the Xpert sustainment and reinforcement platform designed for busy sales professionals, learners take 3 minutes every few days to complete a simple, scenario-based Q&A challenge on their tablet, phone, 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.



Benefits for Sales Reps

- Non-disruptive to sales professionals' busy schedules. Xpert is easy to access, anywhere, via any laptop, tablet, or smartphone.
- Janek Xpert keeps core messages and content acquired during sales training top of mind. Identify ways to promote the event and gain interest prior to the trade show event
- Supplemental content provides further context to ensure understanding and enhance learning.
- It's fast, effective and only takes a few minutes to complete every other day.
- Gamification harnesses a sales' competitive drive and makes Janek Xpert fun and engaging.



Benefits for Sales Managers

- Maximizes ROI and implementation of sales enablement training.
- An updated, specialized dashboard that shows the individual progress and confidence of your sales team in real-time, bringing further coaching opportunities.
- Delivers targeted coaching opportunities for managers to improve sales performance and maximize revenue.
- Xpert includes unlimited, year-long access to multiple on-demand lessons, gamified challenges and questions to reinforce newly acquired knowledge.

"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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