



BECOMING OUTSTANDING

Sales success is the result of changing and reinforcing desired behaviors.

And, while it is a known fact that **sales training helps increase performance by 20 percent, studies also show that 87 percent of sales training is lost typically after 30 days.** That's because most training programs fail to capture and keep a sales professional's attention.

The good news? Sales training doesn't have to be boring and forgettable. It should be engaging, motivating, fun and relevant.

At New Velocity, we provide organizations from many verticals with a great training experience via our sustainability program of online, onsite and ongoing, working together, at various cadences and with customized content to make training stick.



ONLINE



ONSITE



ONGOING

Our customized skill development content follows a specific process and methodology to ensure your sales professionals beat their number.

Gone are the days of boring lectures and unexciting presentations.



In fact, **51 percent of learners prefer watching a video than reading text.**

New Velocity focuses on combining psychological principles about learning with breakthrough technology and backing it up with data-driven results.

For example, we have helped clients **increase their sales by an average of 26 percent.** And these same clients have seen **a 300 percent average increase in net-new appointments,** while seeing their **business development returns jump by 65 percent!**



Our award-winning curriculum, which boasts **24 courses in five different categories**, focuses specifically on the different stages of a sales cycle and then some, in ensuring your sales team crushes its sales quota.



1. Prospecting and Approaching:

Skill development necessary **PRIOR** to prospect/client management



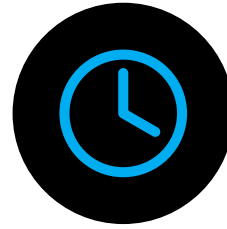
2. Closing and Presenting:

Skill development required **DURING** the prospect/client engagement



3. Follow-up and Referrals:

Skills to maximize productivity **AFTER** the initial prospect/client management



4. Getting More:

Popular courses designed around Time Management, Habits and Goals (a **MUST** for territory management)



5. Leadership Development:

Great leaders are made, not born. Investing in your leaders (future and present) will deliver the highest **ROI** of all

In addition to these offerings, we also offer countless customized workshops for content of your choosing.

We will work closely with you in designing a customized skill track that targets your sales team's pain points, all while mapping out the appropriate content and cadence for the training to be successful. This includes customized studio sessions and live role-play exercises specific to your team.

Your reps will be able to learn on their own time, while you, as leaders, measure and monitor their success in real-time.

