# inline training agenda | Expand Success skills for Customer Success

### Why Stay





**Message for the Moment** 

#### **Complete e-learning**

- Introduction
- · Messaging Void
- Success Metrics

#### **Practice One:**

Message for the Moment

# **Download and Open Your Workbook:**

Part 1



#### Day 2

**Craft Your Message** 

#### **Complete e-learning**

- Why Stay Framework
- Why Stay Message

#### Practice Two:

**Building Why Stay** 

#### **Open Your Workbook:**

Part 2



#### Day 3

Prepare for Hard Conversations

#### **Complete e-learning**

- Communicate Price Increases
- Apologizing After a Major Service Failure

#### **Practice Three:**

**Hard Conversations** 

#### **Open Your Workbook:**

Part 3



#### Day 4

**Practice New Skills** 

#### **Why Stay Simulation**

### **Open Your Workbook:** Part 4

Peer Check-In

Complete your peer check-in to reinforce principles for your challenge.



#### Day 5

Challenge & Expert Feedback

Prepare to Record Your Why Stay Challenge

**Review Your Why Stay Challenge Rubric** 

**Submit Your Why Stay Challenge** 

#### **Post Training Skills Reinforcement**

Participants activate the timed **reinforcement service**, a decision-specific series of **Mini-boosters** designed to refresh your skills on key concepts, and receive their sharable **eBadge** showing program completion.

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# Expand Success Skills for Customer Success

# Why Evolve



Day 6

**Craft Your Message** 

#### **Complete e-learning**

- Why Evolve Framework
- Why Evolve Message

#### **Practice Two:**

**Building Why Evolve** 

**Open Your Workbook:** Part 2



Day 7

**Evolve Your Partnership** 

#### **Complete e-learning**

- Business Review Meetings
- Manage Tension
- Memorable Visuals

#### **Practice Three:**

**Evolve Your Partnership** 

**Open Your Workbook:** Part 3

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Day 8

**Practice New Skills** 

**Why Evolve Simulation** 

**Open Your Workbook:** Part 4

#### Peer Check-In

Complete your peer check-in to reinforce principles for your challenge.



Day 9

Challenge & Expert Feedback

**Prepare to Record Your Why Evolve Challenge** 

**Review Your Why Evolve Challenge Rubric** 

**Submit Your Why Evolve Challenge** 

#### **Post Training Skills Reinforcement**

Participants activate the timed **reinforcement service**, a decision-specific series of **Mini-boosters** designed to refresh your skills on key concepts, and receive their sharable **eBadge** showing program completion.