

# inline training agenda | why engage



## Day 1

### Hit the ground running

#### Complete e-learning

##### Part 1:

- Think Like A Buyer
- Align Your Sales Process
- Be Problem-Minded

##### Practice 1:

- Hit the ground running

**Download your workbook** Part 1



## Day 2

### Create & seize leads

#### Complete e-learning

##### Part 2:

- Do Your Research
- Personalize Your Messages
- Respond Quickly

##### Practice 2:

- Create & seize leads

**Open Your Workbook** Part 2



## Day 3

### Make an immediate impact

#### Complete e-learning

##### Part 3:

- Make Contact
- A Winning Prospecting Call
- Master The Opening

##### Practice 3:

- Make and immediate impact

**Open Your Workbook** Part 3



## Day 4

### Propel the deal forward

#### Complete e-learning

##### Part 4:

- Create a Compelling Dialogue
- Communicate to Engage
- Qualify Your Lead

##### Practice 4:

- Propel the deal forward

**Open Your Workbook** Part 4

#### e-learning resource

- AI for Why Engage

#### Peer Check-In

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



## Day 5

### Challenge & expert feedback

#### • Submit your challenge

- Research a real prospect and summarize your key takeaways
- Record your prospecting call opening, questions you plan to ask to facilitate a compelling dialogue, and your value statement.

## Post-Training Skills Reinforcement

Participants activate the timed **reinforcement service**, a series of **mini-boosters** designed to refresh their skills on key concepts.

They receive their sharable **eBadge** showing program completion.