



Why Engage

Digital Course



Part 1

Hit the Ground Running

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

Practice One:

Hit the ground running

Download your workbook



Part 2

Create & Seize Leads

Complete e-learning

- Do Your Research
- Personalize Your Messages
- Respond Quickly

Practice Two:

Create & seize leads



Part 3

Make an Immediate Impact

Complete e-learning

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

Practice Three:

Make and immediate impact



Part 4

Propel the Deal Forward

Complete e-learning

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

Practice Four:

Propel the deal forward

e-learning resource

- AI for Why Engage



Part 5

Fluency Coach AI Challenge

Practice and receive instant, actionable feedback

Post-Training Skills Reinforcement

Participants are given access to a set of reinforcement assets designed to refresh their skills on key concepts. They receive a sharable **eBadge** showing program completion.