



Why Now

Digital Course



Elevate Value Skills



Part 1

Drive Urgency

Complete e-learning

- Leverage Unconsidered Needs

Practice One:
Urgency

**Download and
Open Your Workbook**



Part 2

Drive Urgency

Complete e-learning

- Understand Executive Decision-Making
- Create Executive Urgency

Practice Two:
Building Why You



Part 3

Provide Justification

Complete e-learning

- Identify Relevant Performance Metrics
- Use ROI and Economic Justification
- Match Conversations with Roles

Practice Three:
Beat Your Competition



Part 4

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.